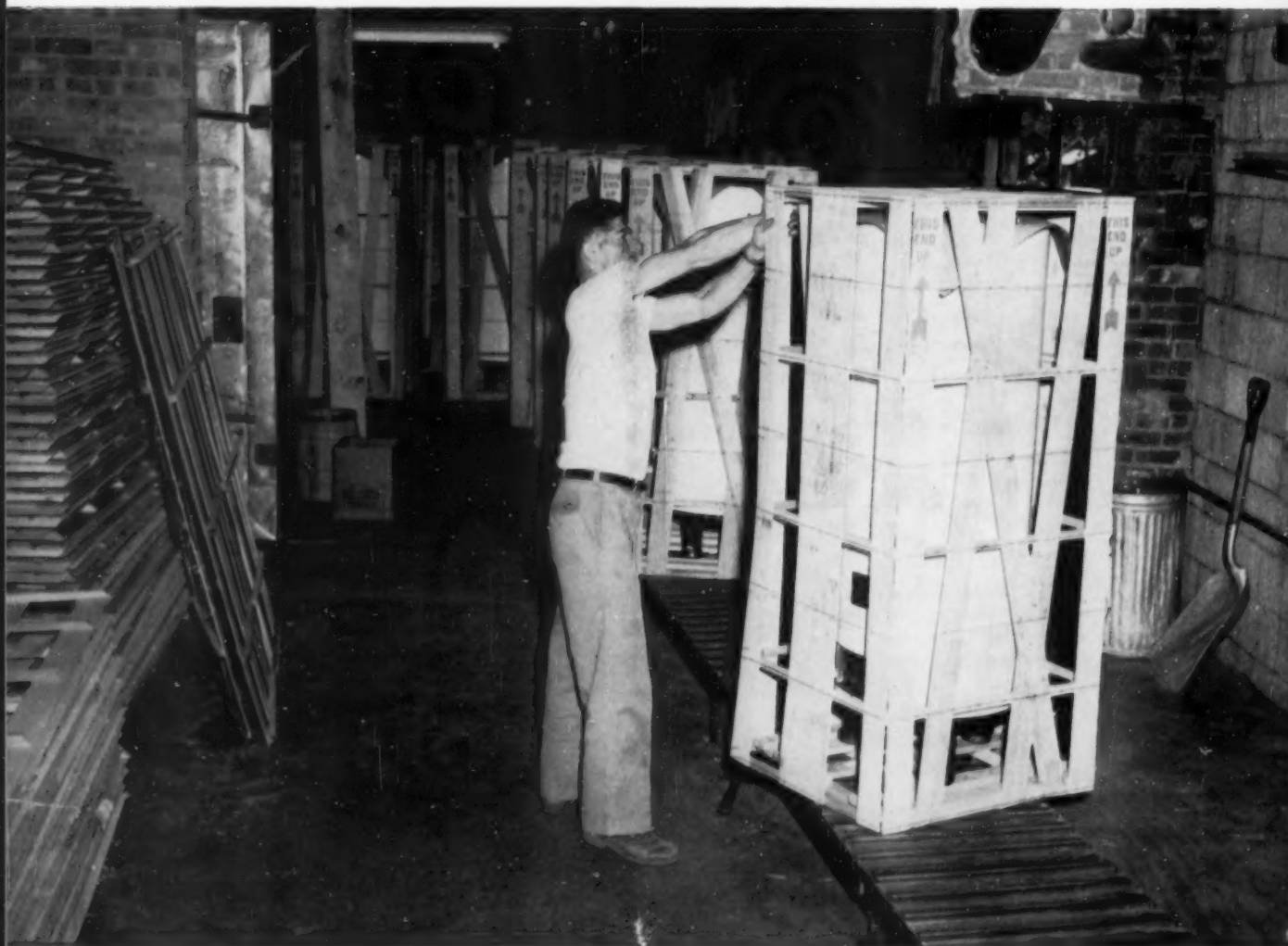


shipping MANAGEMENT

READERS' ROUTER

TO	SEE PAGE
TO	SEE PAGE
TO	SEE PAGE
TO	SEE PAGE

THE "HOW-TO" PUBLICATION OF PACKAGING, TRAFFIC AND SHIPPING



Elimination of hidden damage was what the Coleman Co. found when it switched to the crates shown in the

photo above for sending water heaters. Note assembly-line packing procedure. Complete story on Page 10.

APRIL 1955

AMA's 1955 EXPOSITION AND CONFERENCE PROGRAM,
BOOTHS, FLOOR PLANS Pages 17-19
RULE 41 CHANGE APPROVES TWO-STRIP SEALING...Page 15



THE MOST TALKED ABOUT GUMMED TAPE DISPENSERS ON THE MARKET!

DERBY'S

*Fabulous
Anniversary
Models*

**SUPER
DERBY**

"152"



CUT-OFF BLADE IS GUARANTEED
FOR THE LIFE OF THE MACHINES!

**Priced Far Lower
Than Any Comparable Machine!**

The star of the trade shows! . . . the most talked about gummed tape dispenser on the market! And no wonder! It's a machine that has been two years in designing, building and testing! Derby has always built fine machines and the Super Derby "152" proves it! So many big machine features . . . so many exclusive new Derby features . . . make its low, low price truly sensational!

- Exclusive Spring Clutch Feed
- Feed Stop for Predetermined Lengths up to 30"
- Dispenses 1" to 3" width tapes
- Visual Auxiliary Water Reservoir
- Single Brush Moisture Control System
- Adjustable Variable Length Slotted Handle
- Sturdy Interlocking Side Frames
- Automatic Tape Cut-Off
- Visual Measuring Scale



See Your Dealer Or Write:

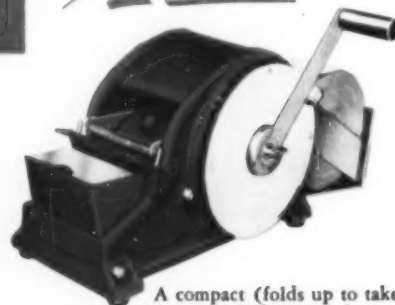
DERBY SEALERS, INC. DERBY, CONN.

GIANT ECONOMY

A New Gummed Tape Dispenser With
All the Quality Features of Heavy Duty
Machines At About

1/2 the COST!

**DERBY
"15"**



A compact (folds up to take even less space) dispenser for gummed tapes from 1" to 3" wide. Has many of the unusual features of the Super Derby "152." Auxiliary Water Reservoir available.

FOR FASTER DELIVERIES

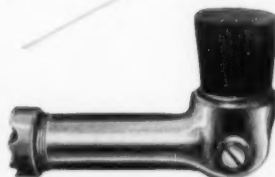
mark your shipments
with Garvey's ink
and other shipping
room supplies



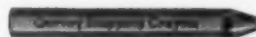
Garvey's Flo-Rite
non-clogging marking
pen and kit.



Garvey's famous Ace of
Spades, waterproof and
non-clogging ink.



New Rite-angle, non-leaking
Fountain Stencil Brush



Shipping and Checking Crayon



Deluxe Featherweight Fountain Marker



Model B Fountain Stencil Brush



Garvey's Famous Stencil machine.

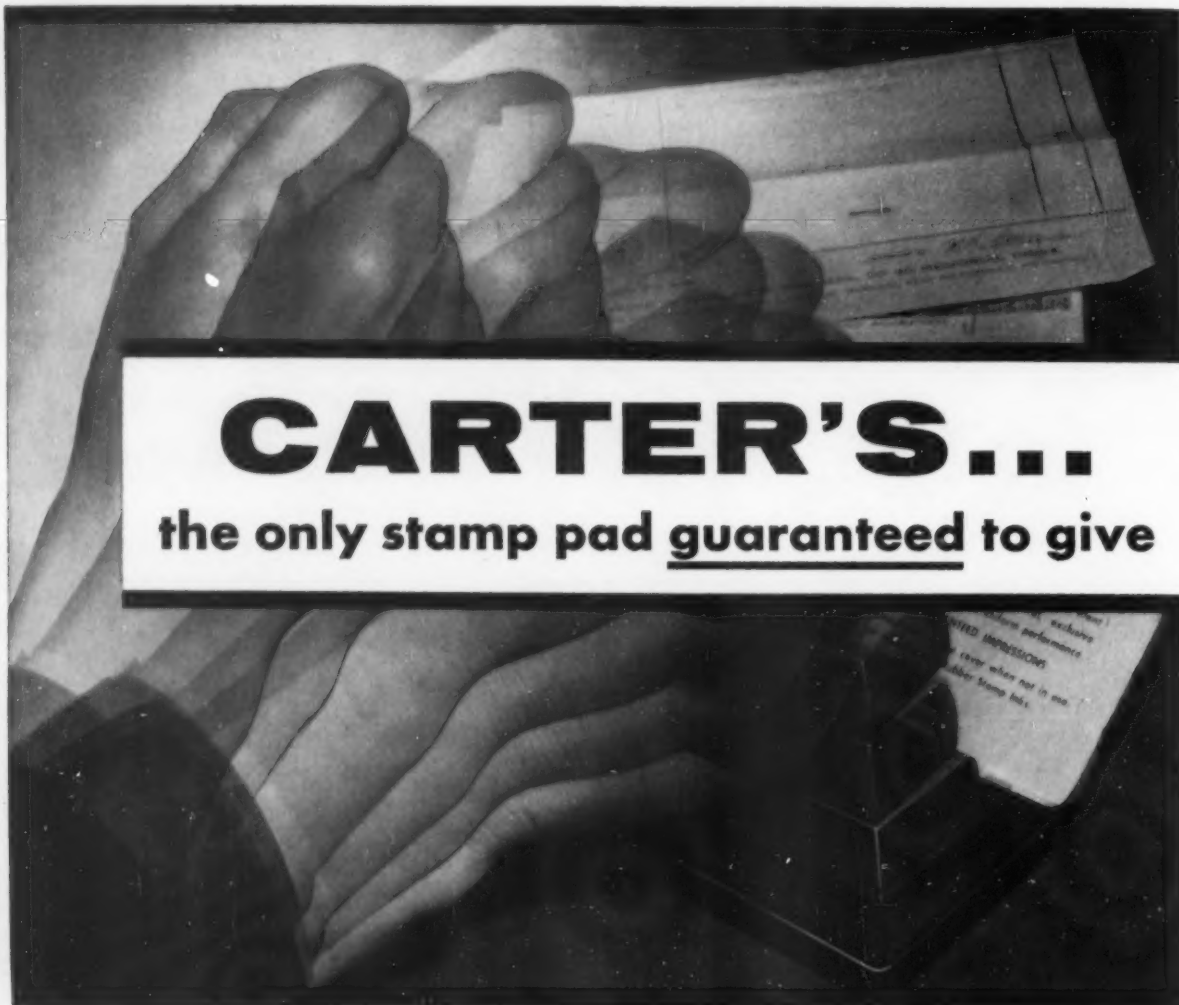
For years, the name Garvey has been a symbol of the finest in inks, fountain brushes, stencil machines and other equipment for marking shipments and other products—equipment that has been specifically designed to add to the efficiency and economy of shipping room operations.

If you want to save time, labor and money, and at the same time facilitate the handling of your shipments, use Garvey marking equipment on them.

A letter or call will bring a Garvey representative—a specialist in shipping room operation—or a handy little Guide, which contains a complete outline of Garvey products.

Garvey

fountain brush & ink company
4379-87 DUNCAN AVENUE • ST. LOUIS 10, MO.



CARTER'S...

the only stamp pad guaranteed to give

Carter's stamp pads outsell the others because:

- Special patented construction provides 100,000 impressions.
- Boxes have rounded closed corners to prevent seepage, rolled edges to prevent damage to rubber stamps and for extra strength.
- Nainsook covering heat sealed, not glued, to prevent mixing of glue and ink.
- Pump action provides clear, sharp impressions . . . a uniformly inked pad at all times.
- Boxes handsomely lithographed in pad color for easy, immediate identification.

Carter's Rubber Stamp Inks give brilliant, sharp impressions . . . come in 5 sparkling colors and in all popular sizes!

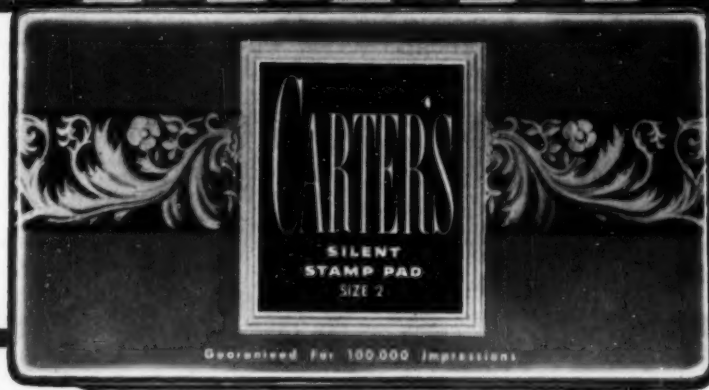


You'll find Carter's Rubber Stamp Inks best for Stamp Pads and Self-Inkers. They never damage rubber stamps.

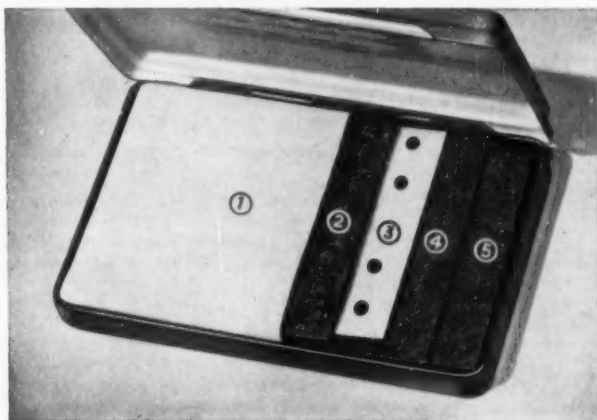
Choose from these colors:

- Purple ● Green
- Red ● Black
- Blue

YOUR STATIONER, MARKING SUPPLY DEALER and OFFICE OUTFITTER have complete stocks of Carter's Stamp Pads and Inks. Call your dealer today.



100,000 IMPRESSIONS



Carter Pump Action Construction assures more and sharper impressions

1. Fine, tightly stretched nainsook covering is lint-free, won't clog, wears longer.
- 2.-4. High quality felts of exact weight, fibre content and thickness for maximum ink capacity.
3. Rigid non-absorbent oil board with scientifically spaced perforations for smooth pump action, constant remoistening of pad surface.
5. Warpless asphalt base won't absorb ink, gives whole pad liveliness, resiliency.

For your self-inkers...

For sharper, more brilliant and quick-drying impressions from your Self-Inking Rubber Stamps, you can use no finer inks than Carter's Rubber Stamp Inks. They are available in colors that match the colors of Carter's famous Stamp Pads... make all your office stamping uniform and clean-cut in appearance.

If you prefer foam pads... CARTER HAS THE BEST



They have all the quality features of Pump-Action Pads... give quiet smooth operation. Special foam rubber with fine texture prevents lint and dust from clogging holes.

THE CARTER'S INK COMPANY
CAMBRIDGE 42, BOSTON, MASSACHUSETTS

FOR BETTER SHIPPING

Receive practical, illustrated literature about the latest improvements and developments in shipping room supplies, devices and equipment as described below . . . important data every shipping room manager should keep on file — readily available for instant reference. The **HELP-O-GRAM** reply card adjacent to this page is for your use. Just check the appropriate box on the prepaid **HELP-O-GRAM** business reply card and drop it in the mail box. The material will be sent to you at once with no obligation on your part.

USEFUL WALL CHART handily answers questions about new postal rates and all other mailing info. The 4th Class Rates cover latest revision. Receive **FREE CHART** by checking 1.

PLYWOOD SAVES WASTED DOLLARS by supplying the vital protection needed against normal jolting and jarring during transit. These lab-tested containers will give you greater protection, less damage claims, and will cut assembly time of your old containers. Get **FREE ILLUSTRATED BOOKLET** on how plywood cuts your shipping costs by checking 2.

ONE-HAND TACKING is faster and cheaper. This product has rapid gripping action and take-up jaw for low maintenance. 36 different models and 80 staple sizes for any use. Check 3 for **FREE BOOKLET**.

WATER RESISTANT PROTECTION with this gummed tape made to meet government specifications and to offer all around protection against moisture for wrapping, covering. For **FREE INFORMATION**, check 4.

QUALITY GUMMED TAPE that offers color variety and uniformity is what you look for in a tape. Test this high standard tape that sells at standard tape prices, check 5 for **FREE SAMPLE ROLL**.

FELT-TIP MARKER writes and draws on wood, cardboard, paper, glass, plastic, metal, rubber . . . almost everything. Improved pen holds more ink than any other. Correct pocket size. **FREE INFORMATION** by checking 6.

TAKE THE WORK out of stapling cartons. Write for the booklet that shows you how to eliminate cumbersome stapling machines. For **FREE** information put check next to 7.

GUMMED FILAMENT TAPE . . . faster, better for Parcel Post. Gives your packages a better appearance and affords more protection. This tape can not damage the container. Sample roll and complete data can be had **FREE** by checking 8.

LOW COST SEALER offered by manufacturer was two years in the making. Has all the features of heavy duty machines with one exception: the price. Features include, visual auxiliary water reservoir, feed stop for predetermined lengths up to 30", dispenses 1" to 3" width tape. For **FREE BOOKLETS** check 9.

GET ENGINEERED DESIGNED containers that are tested, improved and retested until a practical-to-produce container evolves that is right for your needs. Quality control methods insure low-cost production with the precision that means easy box assembly and maximum strength. **FREE RATES** by checking 10.

DOUBLE PACKAGING protects your tape. More than a convenience in storing, it means that your tape will be "mill fresh" when you are ready to use it. Packed in moisture proof bag and then in corrugated carton. Protected from damage. **FREE INFORMATION** just check 11.

SHIPPING & TRAFFIC HEADACHES ANSWERED . . . the new 1955 Better Shipping Manual will contain information and data on hundreds of subjects. Articles on military packaging, containers, sealing, etc. will be up-to-the minute. **FREE DETAILS** by simply checking 12.

HERE'S THE ANSWER TO your identification problems. A new type stencil which will also speed your product handling. Also, cuts down shipping loss and delays. For **FREE** stencil cut with your name and address plus information check 13.

PUSH A BUTTON and get the exact tape you need. Actual reports show a 20% to 45% saving in time and tape. Learn about this machine. **FREE TRIAL OFFER** in your plant by checking 14.

SPECIALLY DESIGNED INK for the shipping room enables you to save money and at the same time facilitate the handling of your shipments. **FREE GUIDE** by checking 15.

CUT LABELING COSTS 30% with new machines that unskilled operators can master handily. No adjustments required for varied shaped labels. **FREE INFORMATION** by checking 16.

TAPE DISPENSER manufacturer wants you to try anyone of his three tape machines for a three day trial. To get in on this **FREE OFFER** check 17.

SIMPLIFY YOUR MAILING problems with new mailing scale that ends weighing bottle-necks. Just put your package on this parcel post scale—press the zone key—and the correct amount registers. For **FREE DEMONSTRATIONS** or **DESCRIPTIVE LITERATURE** check 18.

AUTOMATIC TAPE DISPENSERS featuring all "advanced styling" are available for heavy duty shipping. Dispenser automatically measures, wets, cuts, ejects tape lengths adjustable 2½" to 36"—each pull. **FREE LITERATURE** by checking 19.

RE-MARKED CONTAINERS can look good as new when quick drying waterproof spray has been applied. Covers old stenciling, crayon marks, printing labels, etc. Permits any carton to be re-stenciled within 90 seconds and used again. Check 20 for **FREE LITERATURE**.

CUT CARTON COST by covering old shipping marks. This amazing product dries quickly to the carton color. You can stencil, tape or mark right over it. **FREE DATA** by checking 21.

CUT SEALING TIME by two-thirds. Use modern way to seal — with two strips instead of six. Made possible by tape's precisely laid 2-way reinforcing. For **FREE SAMPLES** check 22.

MULTI-PURPOSE CONTAINER answers materials handling problem on production line . . . interplant parts transportation . . . as storage bin . . . as knockdown, reusable shipping container. **DETAILS FREE** check 23.

"STOP LABELING WITH DOLLAR BILLS". This is the intriguing title of a **FREE** 4-page folder that tells you exactly how to do it . . . how to speed up attaching labels to packages, glass, metal, wood, steel, etc., and how to save by using ungummed labels. This folder can save you thousands of dollars, so be sure to check No. 24.

CONTAINER CONSTRUCTION shows you how this type compares to your present box and what advantages you may derive from switching. Check 25 and receive **FREE BOOK** outlining 24 case studies.

SAVE BY SHREDDING newspaper, magazines, old files into first class packing material with this speedy machine. For info on low cost and **FREE TRIAL** check 26.

INSTEAD OF ANNOYING delays it is full speed ahead on LTL shipments. Greatly increased fleet with expanded terminal facilities and handling equipment offers you daily thru-loading. **FREE INFORMATION** by checking 27.

FELT-TIP MARKER will address your shipments quick as a wink. Interchangeable felt tips make lines varying in thickness from 1/8 in. to 1 in. Comes in "Pocket Size" for general use and "King Size" for heavy duty. For FREE INFORMATION, check 28.

IMPROVED FORMULA gummed tape gives extra protection even on critical corner area. New glue formula gives an extra-fast, extra-light seal. INFORMATION by simply checking 29.

EYE-APPEAL GUMMED TAPE means sales appeal and it can be yours by using four-color printed Kraft. Firm's art staff will prepare art work for your own needs. Data FREE just check 30.

FREE 10 DAY TRIAL OFFER. Check No. 3 on the card and learn how you can try this label gluer in your own plant under your own working conditions with absolutely no obligation. You will also receive details of this system of tying your labeling in with your office and invoicing procedure, saving time and money, and eliminating error. This hand operating label gluer will enable you to do every type of labeling job at a saving. Check 31.

SAFETY REGISTER — mechanical "watchdog" rides in freight car with your merchandise. Keeps record of how goods are handled. Meets National Safe Transit Committee specifications. LATEST INFORMATION FREE by checking 32.

PERMANENT MARKING CRAYON — exposure to weather won't erase marks made by this gritless, waterproof crayon. Complete line offered for marking tin, china, leather, fabrics, dry or wet lumber, glass, cellophane and cardboard. FREE FULLY ILLUSTRATED price book sheet, check 33.

CUT SEALING TIME with this quality controlled tape. The instant, permanent adhesion of this tape permits sealing faster . . . more cartons per roll. Tape is delivered in a waterproofed lined carton which protects tape from heat, damp and climate in transit and storage. Check 34 for FREE SAMPLES.

GUN TACKERS — Faster, easier, neater and more efficient. Handy for fastening protective linings and paddings in close corners. Three models to choose from. Uses staples up to 9/16" leg. FREE CATALOG check 35.

FLEXIBLE CORRUGATED wrapping paper is the faster, more economical and time-saving answer to packaging problems. Unique scientific scoring method produces higher flutes giving greater cushion to shocks. FREE INFO check 36.

DIP TANKS — everything for packaging. U/L approved wax or plastic. Automatic dip tanks for fingerprint neutralizer, metal cleaning, and rust proofing. Special tanks made to any specification. Complete details can be had for FREE by checking 37.

BOX MANUFACTURER is offering at NO COST OR OBLIGATION on your part an analysis of your container needs, plus sample packing in the right container. To get in on this offer check 38.

**Automation? Push-Button Operation?
"Piggy-Backs?"
Here Are 1955 Answers
To 1955 Problems!**

1955 BETTER SHIPPING MANUAL OUT THIS MONTH!

**Traffic
Managers**



**Shipping
Executives**



BETTER SHIPPING MANUAL contains information and data on hundreds of problems that crop up daily. Experts in the field, manufacturers, association technicians and packaging engineers give the answers. Our staff writers write up case histories of exemplary shipping department operations. All new this year, no shipping or traffic executive can afford to miss it.

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SHIPPING MANAGEMENT, INC.

4-55

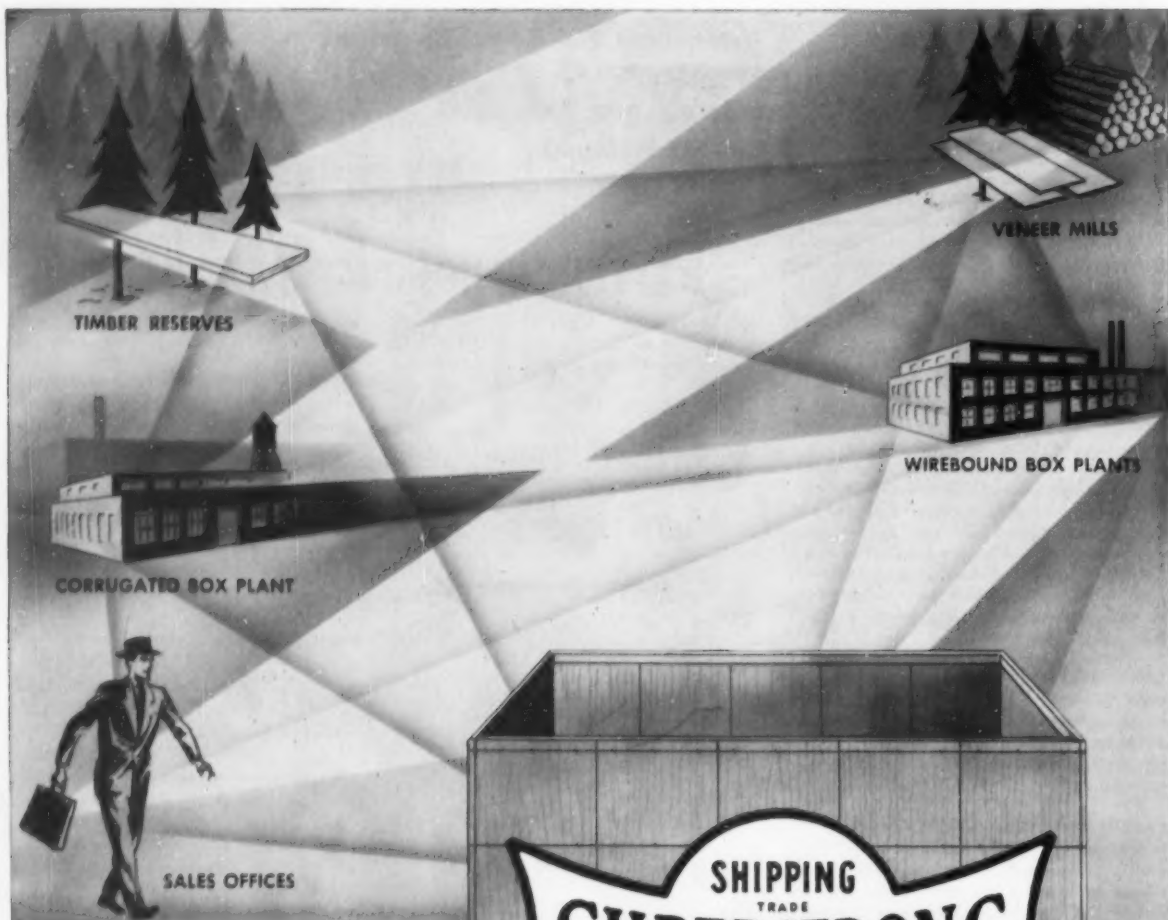
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Send me a copy of BETTER SHIPPING MANUAL. I enclose \$3 ☐ or bill me. ☐

Name Position

Company

Address



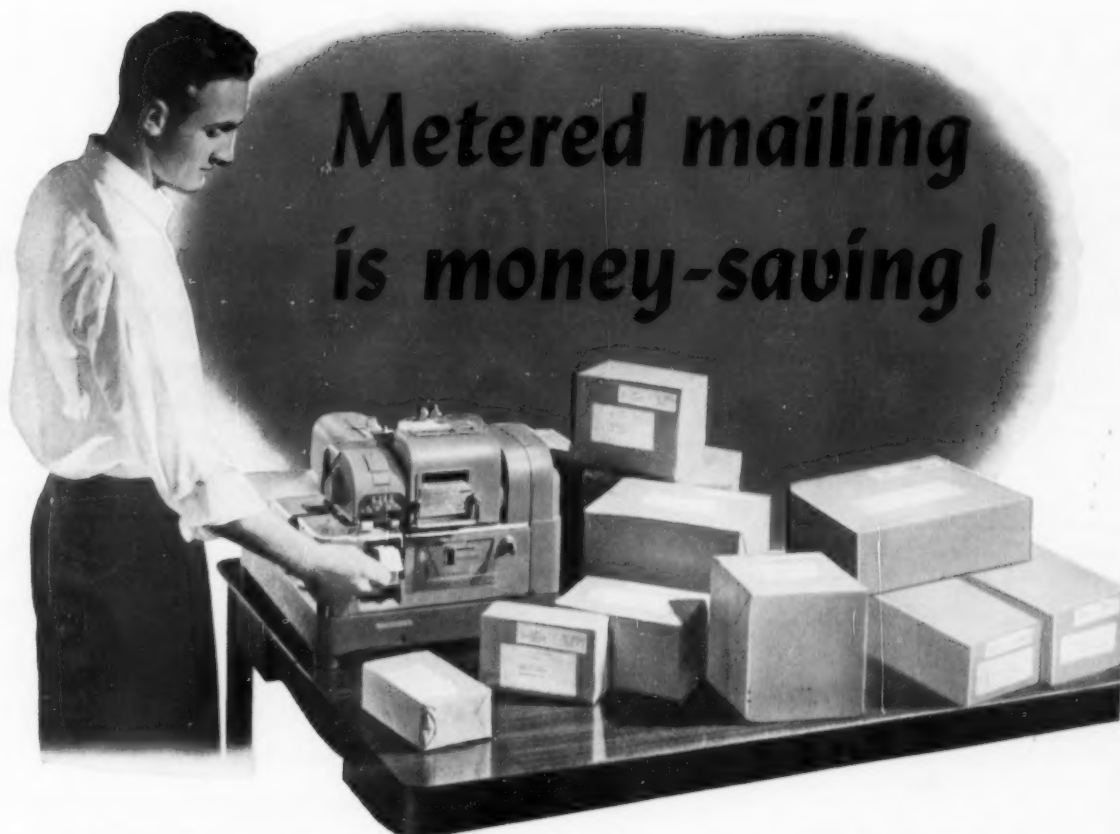
a century of
experience behind
the
SUPERSTRONG
symbol



SUPERSTRONG stands for timber reserves...saw mills...veneer mills...wirebound, wooden and corrugated box plants...sales offices in many cities. This ownership and control of all materials and facilities — plus the tested experience and reliability of ONE HUNDRED YEARS — assure you of an ample supply of accurately designed and correctly manufactured shipping containers at all times. Be sure...specify SUPERSTRONG.



RATHBORNE, HAIR AND RIDGWAY BOX CO.
1440 WEST 21st PLACE • CHICAGO 8, ILLINOIS



Metered mailing is money-saving!

A Pitney-Bowes postage meter in your shipping department can save up to 50% of the time now spent on parcel post mailing. Because...

Printing postage is much faster and easier than picking out, licking and sticking stamps. So, the inevitable day-end peak of packages can be handled without missing trains and planes... without expensive over-time.

This PB postage meter can be "set" at the postoffice for as much postage as you want to buy. It prints the exact amount of postage needed for any parcel on special gummed tape, delivered wet or dry, as you please. You never run out of needed denominations... never have to hunt for the right stamp or combination of stamps. Just set levers

for the correct amount and press the bar.

The electric postage meter does the rest, printing a dated postmark at the same time which eliminates the need for post-office canceling, often helps your parcels catch earlier trains and planes.

With a meter, your postage inventory is reduced, tying up less cash. Your postage is safe from loss, damage or misuse...and is automatically accounted for on visible registers. The same meter will stamp and seal your letters, if you like.



THERE'S a Pitney-Bowes postage meter, hand or electric, for every business large or small. Ask the nearest PB office for a demonstration—or send the coupon for a free illustrated booklet.

FREE: Handy chart of postal rates with parcel post map and zone finder.



PITNEY-BOWES

Postage Meter

PITNEY-BOWES, INC., Stamford, Conn.
Originators of metered mail. Leading makers of mailing machines.
Branches in 94 cities in the United States and Canada.

PITNEY-BOWES, INC.
2202A Pacific St., Stamford, Conn.

Please send free illustrated booklet to:

Name
Address



PACKING A PUNCH

APRIL, 1955

With the annual Perfect Shipping Campaign in full swing this spring, it would not be inappropriate to quote some comments of C. A. Nafziger, of the AAR, in "Perfect Shipping News":

Shippers, Carriers and Receivers are continually becoming more firmly united as a team in the all-out war against the waste resulting from loss and damage to freight.

With the ever-increasing realization that each member of the team has a definite part in the year-round Perfect Shipping program, with the obligation to fulfill that part, shippers, carriers and receivers are stepping up Perfect Shipping activities all along the line.

Shippers Check Practices

Shippers are looking into their packing, marking, handling and loading practices and are intensifying the program of requesting reports as to the condition of their shipments at destination with suggestions for improvement.

Carriers are improving the condition of cars and other facilities, including motive power, and are waging an intensive, unrelenting fight against the Number One problem from the railroad handling standpoint: Over-speed Impact.

Receivers are studying and improving unloading and handling practices. They are also looking more closely into the loading methods used

(Continued on Page 34)

PHOTO-OF-THE-MONTH

"Protective visibility" provided by the wirebound crate shown in our Photo-of-the-Month is credited by officials of The Coleman Co., LaPorte, Ind., with eliminating hidden shipping damage and reducing overall damage from ordinary shipping and handling shocks and jars.

When all-closed shipping containers were used, hidden damage was frequent and costly. This Coleman-made water heater is at the end of the semi-assembly line and is complete except for its burner.

It will be taken to temporary storage, later to the final assembly line to be fitted with the type of burner that is specified by the order. This will be done without having to remove the heater from the crate. It is being closed here temporarily.

Photo provided by the Wirebound Box Manufacturers Association.

shipping MANAGEMENT

Vol. 20—No. 4

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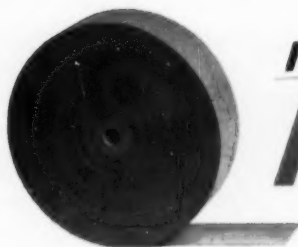
A HOFFMAN PUBLICATION

It's New-It Has Balance



New-formula FLASH-TITE gummed tape has just the right balance to do a packaging job properly.

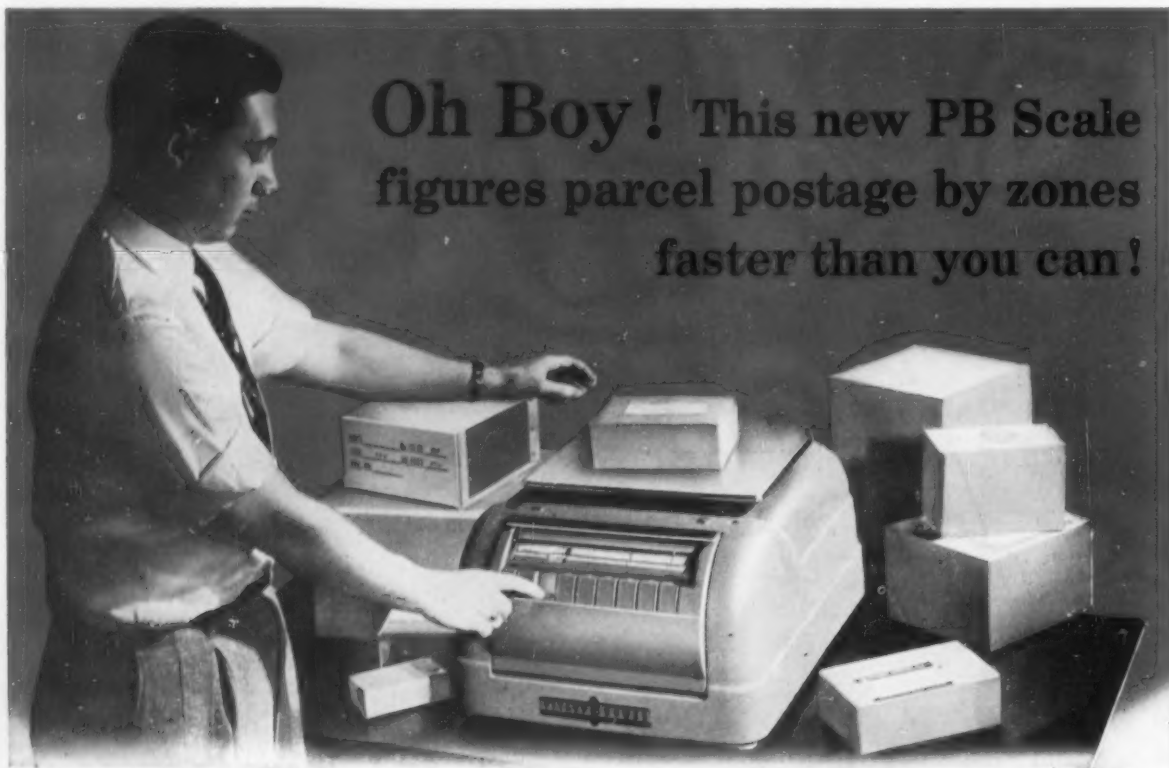
It grabs fast, but not too fast... has enough pliability for ease of handling... plenty of Western-kraft strength without brittleness.



IMPROVED FORMULA
FLASH-TITE

Crown Zellerbach Corporation • Gummed Tape Sales

343 Sansome St., San Francisco 19, California



Oh Boy! This new PB Scale figures parcel postage by zones faster than you can!



Postage computation is automatic. The shutter opens to show exact postage needed for the zone wanted—in illuminated, magnified figures.

Put the package on the scale tray. Press down the key numbered for the zone you want—and the shutter above the key opens to show the exact amount of postage required—for that zone only! This precision scale computes for weight and zone automatically. You can weigh packages almost as fast as you can handle them!

The large chart figures are *illuminated*, and magnified by an adjustable lens. No more squinting and eyestrain! Its exclusive ball bearing suspension maintains weighing accuracy almost indefinitely. Capacity is 70 pounds—and it has an added selector key for book rates.



There is no mailing scale to match the "3700"—to speed up mailing, save time and overtime in your shipping department or mail room. Ask the nearest PB office for a demonstration. Or send the coupon for free booklet.

FREE: Handy desk or wall chart of Postal Rates with parcel post map and zone finder.

PITNEY-BOWES, INC.

2276 Walnut St., Stamford, Conn.

Send free illustrated booklet ☐ Chart ☐

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Address _____



PITNEY-BOWES

Mailing Scales

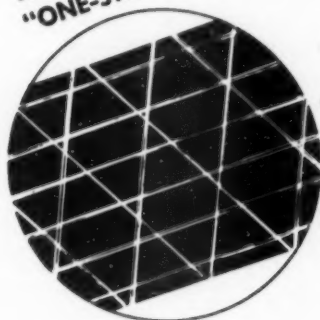
PITNEY-BOWES, INC., Stamford, Conn.

Originators of the postage meter...offices in 94 cities

Now

FULLY APPROVED
FOR ALL TYPES OF SHIPPING

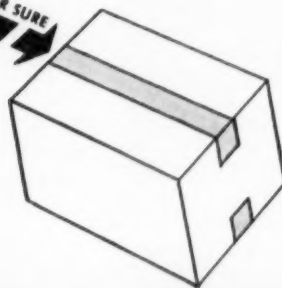
TRIPLE REINFORCED
"ONE-STRIP" SEALING TAPE



X-RAY VIEW
illustrating
D-7 CARPAC
triple reinforcement

EFFICIENT—D-7 CARPAC sticks instantly, is flexible, moisture resistant and non-curling. Despite its closure strength, cartons sealed with D-7 CARPAC can be opened easily without exertion or danger of damaging contents.

ONLY 1 STRIP SEALS FOR SURE



TRIPLE REINFORCED—"One-Strip" D-7 CARPAC's amazing strength derives from its scientifically devised glass-fibre triple reinforcement, along the length of the tape and across it in a two-way diamond pattern. Tests conducted at independent laboratories prove its super-strength.

CUTS LABOR COSTS IN HALF

D-7 CARPAC's "One-Strip" sealing method assures packaging security with $\frac{1}{3}$ or $\frac{1}{2}$ the amount of tape usually required. Additional labor saving is attained by far faster application through qualities of best animal glues.



ATLANTIC's MARVELOUS NEW INVENTION has proven itself to be the STRONGEST, most ECONOMICAL, most EFFICIENT CLOSURE METHOD yet devised. This latest addition to ATLANTIC's ON-TO-STA line leads all packaging closure methods in security and savings in tape consumption and labor time.

ATLANTIC GUMMED PAPER CORPORATION
1 MAIN STREET • BROOKLYN 1, N. Y.

BRANCH OFFICES: PHILADELPHIA • PITTSBURGH • CHICAGO • BUFFALO • BOSTON • HAVANA

For **FREE** sample and name of local paper merchant handling **D-7 CARPAC** just fill out this coupon.

ATLANTIC GUMMED PAPER CORP., 1 Main Street, Brooklyn 1, N. Y.

Send me a free sample of D-7 CARPAC and the name of my local Paper Merchant.

Name.....Firm Name.....

Address.....City.....State.....

The Case of the Un-Missing Case

OR DOWN GO THE RATIOS

1951 - 1.88 %

1952 - 1.29 %

1953 - 1.13 %

1954 - 0.75 %

So this big customer barges in, peers around and says: "Look, I want some facts!" "Su-sure," we gulp. "Wh-what's troubling you?"

He beams, real big. "Nothing! That's just it. You guys have *always* had mighty few missing or damaged shipments. But now you're outdoing yourselves! What's happened?"

This has: Through an intensified claim-prevention campaign, we've brought our customers a new standard of safe, sure service, with OS&D's at an all-time low in relation to revenue. The ratio of claim payments has dropped over 60% since 1951! **Here are the facts:** Loss and damage ratios in 1951 were 1.88%...in 1952 - 1.29%...in 1953 - 1.13%...in 1954 - 0.75%, considerably less than the national average.

One thing more: when a loss *does* occur, Mason and Dixon is right on the job with immediate claims-settlement service, with 75% of all claims fully paid in less than 30 days!

Today, when you specify Mason and Dixon, you know you're assured of speedy, efficient, *sure* delivery of your shipment... the finest service on the highways today.



GENERAL OFFICES:
KINGSPORT, TENN.

Two-Strip Sealing Now A Reality

AMENDMENT TO RULE 41 PERMITS CENTER SEALING ON CONTAINERS

EFFECTIVE DATE: MAY 15th!

As this issue went to press word has been received that the new Supplement of the railroads' Official Classification Committee will be published in a few days announcing a May 15th, 1955 effective date for the use of two-way reinforced gummed tape with two-strip center sealing on containers shipped by rail. Packages correctly sealed according to the method described in the new Amendment to Rule 41 (see article herein), may be sent by rail from that date onward.

TWO-STRIP SEALING OF containers sent by rail will soon become a reality when the Official Classification Committee's next supplement announces an effective date. The Amendment to Rule 41, most important in the gummed industries in years, was recommended by the manufacturers, and calls for a two-way reinforced tape about 35% stronger than 60 pound standard sealing tape.

The new amendment to Rule 41 now makes possible power machine application of gummed tape. Although production of gummed tape is at very high levels, gummed industries manufacturers have previously been handicapped in competing for the high speed production sealing market. This barrier has now been removed. Already some 18 out of 23 companies are in production with reinforced sealing tape, and conservative estimates indicate that 10 to 15% of the sealing tape market will be in the newly approved classification by the end of the year.

Industry spokesmen do not expect reinforced gummed tape to replace 60 pound standard sealing tape at once, but rather to supplement it in

many areas. One manufacturer has predicted however, that within five years reinforced tape will replace 50 to 60% of 60 pound standard tape now used. Dispenser manufacturers are prepared for the rush of new business with heavier bladed machines.

Already Accepted By Post Office

The United States Post Office has already accepted the two-strip center seam sealing method which is pending from the railroads' Official Classification Committee.

Reinforced bi-directional gummed tape is made of "two sheets of 100% sulphate kraft each not less than 30 lbs. basis weight, reinforced with glass, sisal or rayon fibre, combined with a laminant of asphalt or other material not affected by temperature extremes any more than would standard 180° to 200° softening point asphalt."

Requires Only One-Third The Tape

Although center-seam sealing requires only one-third the tape that six-strip sealing demands it will not mean that much of a saving to the shipping department manager, as the reinforced tape, 35% stronger, is considerably higher in price. However predictions have been made that the two-strip method will save 30 to 50% of the costs involved in using the six-strip method.

The history of the monumental change began about a year ago when Container Laboratories came up with the results of tests on one of the

(Please Turn Page)

most widely used reinforced tapes. The tests proved conclusively that a standard tape could be produced which would meet all the necessary requirements.

Mfrs. Helped Develop Spec

Last spring the Gummed Industries Association held meetings to develop an industry specification on two-way reinforced tape. Agreement on a spec was reached in the summer, and on July 20th the GIA went before the Official Classification Committee and presented a spec for bi-directional tape. Approval came through on March 3rd after a considerable period of deliberation. Actual date of effectiveness when two-strip packages can be sent by rail awaits publication of an O.C.C. supplement.

Specific Performance Test Rare

The new amendment to Rule 41 is one of the few instances in which a freight classification committee has established a specific performance test as well as a product description, according to the Gummed Industries Association.

For the sake of traffic and shipping managers who want the exact wording of the new change a copy of a letter sent out by the Official Classification Committee in March is reprinted on these pages.

Banks Introduce Plan To Cut Use of Checks For Freight Bills

Bankers from 16 transportation centers in the U.S. met in Atlanta February 6-7-8 to discuss one of banking's newest services to business—the Freight Payment Plan.

The Citizens & Southern National Bank, first bank to put such a plan in operation, served as hosts.

The plan operated by the C&S eliminates the use of checks to pay freight bills. Instead, the bills are stamped with a special stamp and are "deposited" by carriers for collection. The bank then transfers funds from the shipper's freight account to the carrier's account.

The meeting was organized because of the great interest shown by business firms, carriers and banks in the Freight Payment idea, according to Donald Roe, C&S's Freight Payment Department manager.

Already other banks have established Freight Payment Plans in Buffalo and Cincinnati. Several more are getting underway while banks and other key transportation centers are strongly interested, Mr. Roe said.

The C&S Plan, inaugurated on June 14 last year with 22 carriers and 86 participating firms, now has 48 carriers and 412 business concerns as members.

LETTER FROM OFFICIAL CLASSIFICATION COMM. GIVES WORDING OF APPROVAL

"This is to advise that, after consideration by the three Classification Committees, Subject 97 of Docket 162 and Subject 225 of Docket 163 were NOT RECOMMENDED. However, Subject 219 of Docket 163 was recommended as modified as follows:

"Amend Rule 41, Section 7, Sup. 16, UFC 2 and Sup. 41, CFC 20, to include a new paragraph as follows:

"SEALING SLOTTED BOXES AND DOUBLE-WALL BOXES COMPLYING WITH SECTIONS 2 AND 3

"Section 7. — Boxes must have both inner and outer flaps drawn together as closely as possible to insure tight pack; lengthwise flaps must meet or overlap; no flaps must project over edges; and box must be sealed by one of the following methods:

"1 to 5. — Not involved.

"6. — When tape conforming to the following specifications is used, center seam only need be sealed. Tape must be not less than 3 inches wide and must extend over the ends not less than 2½ inches.

"Tape must be made of two sheets of 100% sulphate kraft each not less than 30 lbs. basis weight, reinforced with glass, sisal or rayon fibre, combined with a laminant of asphalt or other material not affected by temperature extremes any more than would standard 180° to 200° softening point asphalt.

"Tape must be reinforced by lengthwise fibres spaced not more than an average of ½ inch apart, and by crosswise fibres spaced not less than an average of 2 per inch except that when a diamond pattern is employed for crosswise reinforcement the spacing between the parallel sides of the diamond measured in the machine direction must be not more than 1 inch.

"Glass or sisal reinforced tape must have a minimum tensile strength in the machine direction of 75 lbs. per inch of width and a minimum tensile strength in the cross direction of 45 lbs. per inch of width; rayon reinforced tape must have a minimum tensile strength in the machine direction of 57 lbs. per inch of width and a minimum tensile strength in the cross direction of 27 lbs. per inch of width with elongation not exceeding 15%. Tensile tests on the finished product shall be made on a 3 inch width sample.

"Tape must have a performance test not less than 35% greater than paper sealing tape applied in accordance with paragraph 3 of Section 7, when applied to 275 lb. test box 24 x 12 x 12 inches loaded with filled No. 2 cans to gross weight of 90 lbs. and tested in a standard 7 foot revolving drum.

"This amendment will soon be published in forthcoming supplements to UFC 2 and CFC 20."

It should be remembered by all members of the Industry that Reinforced Sealing Tape should not be used for rail movement until such supplement is published showing the exact effective date thereof. Note in the official communication quoted above that the amendment will be published in forthcoming Supplements to UFC 2 and CFC 20.



Members of the AMA Packaging Planning Council, who met recently at AMA's Management Center in New York to discuss plans for the Association's National Packaging Conference in April.*

Shipping, Packing Themes Dominate 1955 AMA Show

PACKING AND SHIPPING THEMES will predominate in AMA's 1955 National Packaging Conference and Exposition. Of 15 major discussion areas to be considered between Monday, April 18th and Wednesday, April 20th, at least eight will be of major interest to *Shipping Management* readers. The growing importance of packing-for-shipping aspects characterizes a continuing trend in the year to year development

(Continued on Page 35)

A-B-C Packaging Machine Corp.	1164, 1166
Abbott Plastic Machine Corp.	665, 667
Acme Steel Company	1222, 1224
Addressograph-Multigraph Corporation	237
Ajasta Equipment Co.	403
Alemite Division, Stewart-Warner Corporation	433
Algene Marking Equipment Co.	1221
Aluminum Company of America	849
Aluminum Falls, Inc.	1080
Ambassador Plastics & Mfg. Corp.	693
American Can Company	949
American Excelsior Corporation	754
American Marking Corporation	1165
American Partition Company	1265
American Type Founders, Inc.	1211
Amsco Packaging Machinery, Inc.	1013, 1021
Anderson Bros. Mfg. Co.	675
Apex Machine Company	1185
The Arabol Manufacturing Company	972
Arconco Machine Company, Inc.	610

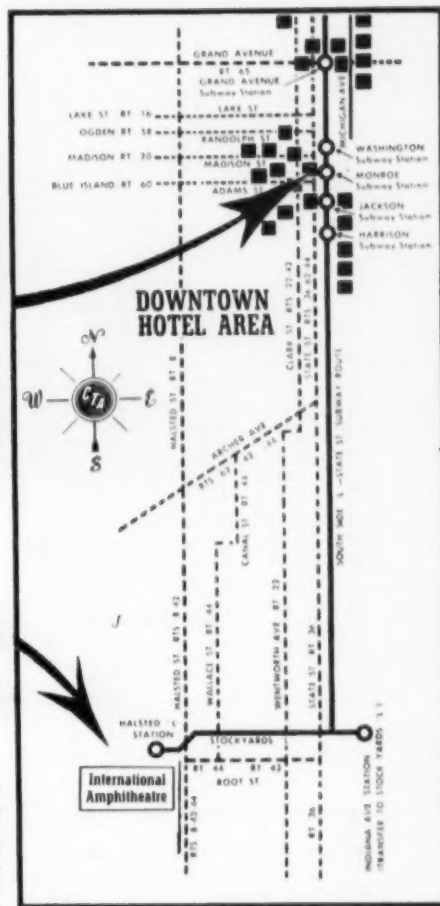
*IDENTIFICATIONS IN TOP PHOTO

L. to R., (seated) Ralph A. O'Reilly, Jr.; C.W. Kaufman; R. Chester Reed; W. L. Romney, vice president in charge of the AMA Packaging Division; John R. Whitaker; and A. A. McCurry. Standing are, l. to r., J. F. Apsey, Jr.; C. W. Harper; John A. Warren, technical adviser to the AMA Packaging Division; C. W. Evans; Paul O. Vogt; C. L. Rumberger; J. E. Marmen; Robert de S. Couch; and A. K. Thorn, AMA Packaging Division Manager.

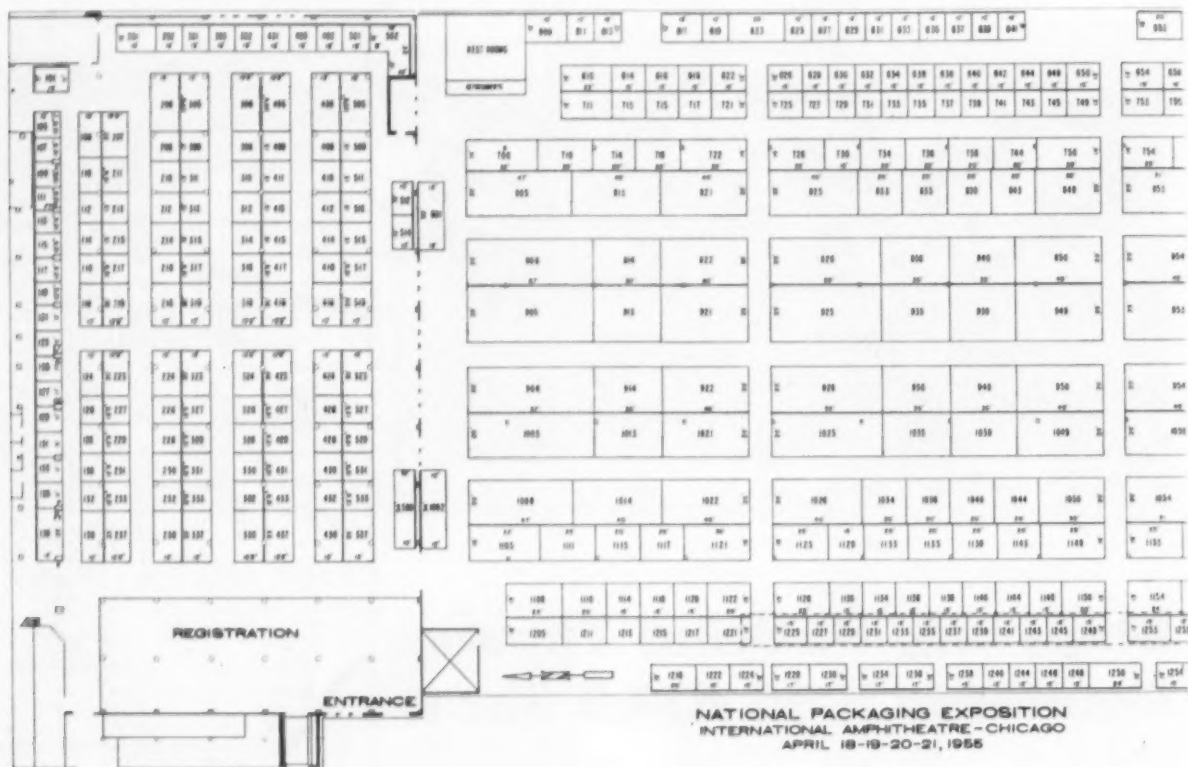
Armour & Company, Curled Hair Department	1227
Arvey Corporation	670, 672
Askania Regulator Company	337
The Associated Coopers Industries of America, Inc.	625
Atlas Plywood Corporation	1072
Automatic Web Control Mfg. Company	1274
Avery Adhesive Label Corp.	766

Bakelite Company, A Division of Union Carbide & Carbon Corp.	926
Bartelt Engineering Company	994
Battle Creek Packaging Machines, Inc.	786
Charles Beck Machine Corp.	715, 717
Bemis Bro. Bag Company	1118, 1120
Bensing Bros. & Deeney Sales Co.	854
Better Packages, Incorporated	536
Biner-Ellison Machinery Company	853
E. L. Bivans, Inc.	956
The Black-Clawson Co., Inc.	
Dilts Machine Works Div.	679
Blockson & Company	1263
Bostitch, Inc.	864
Bradley Associates, Inc.	413
Bradley Container Corporation	223
W. Braun Company	505
Brown Bag Filling Machine Co., Inc.	736
The Brown-Bridge Mills, Inc.	1243
B. H. Bunn Company	646
Burlap Council of the Indian Mills Assn.	663
F. N. Burt Company, Inc.	762
Burt Machine Company	637, 639

Map shows two major areas of Exposition and Conference. Names and Booth Nos. below, are continued with floor plan on pages 18 and 19.



C.I.T. Corporation	883
California Wire Products Co., Inc.	1260
Cameron Machine Company	1195
Cargo Packers, Inc.	1170
Celanese Corporation of America	922
Cellulastic Corporation	531
The Celon Company	1114
The Celotex Corporation	211
Celva Products Co.	509
Central States Paper & Bag Co.	727
Ralph Chaffee & Company	685
Chain Belt Company	423
Champlain Company, Inc.	1205
Chase Bag Company	523
Chase Equipment Corp.	303
The Chaspec Manufacturing Company	1049
Cheslam Corporation	776
Chester Packaging Products Corp.	776
Chippewa Paper Products Co., Inc.	966
Chisholm-Ryder Co. of Pennsylvania	617
The Clark-Aiken Company	1279, 1281, 1283
Clark Equipment Company, Industrial Truck Division	214, 216, 218, 315, 317, 319
The Cleveland Container Company	1133
Clybourn Machine Corporation	1238
E. D. Coddington Manufacturing Company	1246
Arthur Colton Company	770
Comet Industries	699
Consolidated Packaging Machinery Corporation	1113
Container Equipment Corporation	801
Continental Can Company, Inc.	1050, 1054
Counsel Machine Company, Inc.	722
Craig Machine, Inc.	695
Cromwell Paper Company	213, 215
Crown Cork and Seal Co.	836, 840
Crystal Tube Corp.	730
Cushman & Denison Manufacturing Co.	301



NATIONAL PACKAGING EXPOSITION
INTERNATIONAL AMPHITHEATRE - CHICAGO
APRIL 18-19-20-21, 1955

EXPOSITION NAMES AND BOOTH NOS.

(Turn back one page for beginning of alphabetized list, map and program discussion.)

Daher Company	631
Daily News Record	430
Delaware Ribbon Manufacturers, Inc.	411
Dennison Manufacturing Co.	527, 529
Darby Sealers, Inc.	1129
Dewey and Almy Chemical Company	1089, 1095
Dispens-A-Label Devices	513
Dixie Wax Paper Company	690
The Dobeckmun Company	822
Doughboy Industries, Inc.	706
Dow Chemical Company	806
Dumatic Industries	735
E. I. du Pont de Nemours & Co., Inc.	
Film Department	936, 940
Kinetic Chain Drive Div.	1039
Polychemicals Department	1035
Durethane Corporation	437
John Dusenberry Company, Inc.	1240, 1244

Eastman Chemical Products, Inc.	872
Economic Machinery Company	850
Ekco Products Company	989
Elberta Crate & Box Co., Inc.	224
Electric Sorting Machine Company	314
Electronic Machine Parts, Inc.	795
Elgin Manufacturing Company	726
Elliot Manufacturing Company	638, 640
Enjay Co., Inc.	664
Errich International Corporation	501
The Exact Weight Scale Company	775, 777
Federal Tool Corporation	759
Felins Tying Machine Co.	1299
J. L. Ferguson Company	1139
Fibre Drum Manufacturers Association	1248
The F. G. Findley Company	419
Dave Fischbein Co.	628
Food Engineering, McGraw-Hill Pub. Co., Inc.	713
Food Machinery and Chemical Corporation	1013, 1021, 1022

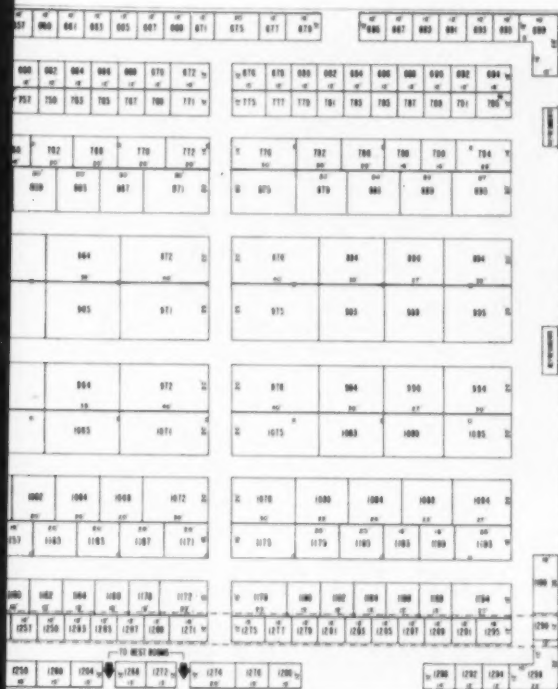
Frankel Engineering & Mfg. Co.	617
H. B. Fuller Company	630, 632
Fulton Bag & Cotton Mills	769

Robert Gair Company, Inc.	1005
The Gardner Beard and Carlton Company	126, 128, 130, 132, 227, 229, 231, 233
Gaylord Container Corp.	805
General Box Company	772
General Packaging Equipment Co.	688
Gevake & Company, Inc.	1075
Gilbert Plastics Incorporated	1289
Gisholt Machine Company	405
Glassine & Greaseproof Mfrs. Assoc.	1134, 1136, 1138

The Globe Company	207
Globe Heat-Seal, Inc.	641
Glo-Brite Products, Inc.	515
The Goodyear Tire & Rubber Company, Inc.	921
Gordon Cartons, Inc.	1253
Adolph Gottsche, Inc.	1144, 1146
Gravure Cylinder Corp.	1189
Graymills Corporation	743
Greenwood Packaging Supply Company	653, 657
B. F. Gump Co.	1250

The C. P. Hall Company of Illinois	660
Frank Hamachek Machine Co.	1257, 1259
Hampton Mfg. Co.	791
The Hankins Container Company	835
Harkin Affiliates, Inc.	1241
Hayssen Manufacturing Company	1167, 1171
Hazel-Arlus Glass Company	825
H. H. Heinrich Co.	913
High Production Machine Co., Inc.	833
Hilker Products Corporation	676, 678
The Hinde & Dauch Paper Co.	984
Hi-Speed Checkweigher Co., Inc.	326
Hobbs Manufacturing Company	734
Alfred Hofmann & Co.	744
Allen Hollander Company, Inc.	636
Hape Machine Co.	1254
Horix Manufacturing Co.	1150
Hudson Sharp Machine Company	1088, 1094

I. D. Company	745
Ideal Stencil Machine Company	511
Imco Container Corp.	323
Inland Container Corp.	1153
Inland Wire Products Company	1271
Intaglio Service Corporation	760
Interchemical Corporation, Printing Ink Div.	1014
The International Paper Box Machine Co.	1064, 1068
International Paper Company	1053
International Staple & Machine Co.	1267, 1269
Island Equipment Corp.	875
The Ivers-Lee Company	519
Jiffy Manufacturing Company	1172
R. A. Jones and Co., Inc.	1071
Jones & Laughlin Corporation	1234
Kahlenberg Globe Equipment Co.	121
Kalamazoo Vegetable Parchment Company	1934
Paul L. Karlstrom Co.	733
Katridg-Pak Machine Company	642
Keyes Fibre Sales Corporation	644
Kidder Press Company, Inc.	731
The Karl Kiefer Machine Co.	1213, 1215
Kimberly-Clark Corporation	1122
Kimble Glass Company, Subsidiary of Owens-Illinois	1026
Kingsbury & Davis Machine Co.	1022
Kleen-Stik Products, Inc.	616
Koppers Company, Inc.	894
Frederick A. Krause Associates, Inc.	609, 611
The Lakso Company, Inc.	517
Lanzit Corrugated Box Company, Inc.	966
Lassiter Corporation	1184, 1186
Lectromatic Devices Incorporated	1272
Leiman Bros., Inc.	1237
Le Page's, Inc.	614
Lynch Corporation	1076
Machine O'Matic, Inc.	1225
Manhattan Paste & Glue Company, Inc.	721
Marathon Corporation	1044
Mark'Andy, Inc.	105
Markem Machine Company	1160, 1162
Marsh Stencil Machine Company	124



24th NATIONAL PACKAGING EXPOSITION

International Amphitheatre
Chicago, Illinois
April 18-21, 1955

Massachusetts Plastic Corp.	101
McLaurin-Jones Co.	1295
Melrose Packaging	109
Mercury Heat Sealing Equipment Co.	418
Merrill Machinery Sales Co.	763, 765
Meyer-Clement, Inc.	1264
Mid-States Gummed Paper Company	711
Miller Wrapping & Sealing Machine Co.	1013, 1021
Milprint, Inc.	935
Minnesota Mining and Manufacturing Company	976
Modern Packaging	914
The Monarch Marking System Company	669
Monsanto Chemical Company	905
Kenneth J. Moore & Co.	537
Mosstype Corporation	727, 729
MRM Company, Inc.	1180, 1182
Geo. F. Matter's Sons	1236
The Multistamp Company	135
Mystik Adhesive Products	1233, 1235
Nashua Corporation	714, 718
Nasko Machinery Corporation	232
National Adhesives Division of National Starch Products Inc.	950
National Bundle Tye Company	737
National Can Corporation	890
National Container Corporation	876
National Equipment Corporation	839
National Laboratories & Mfg. Corporation	650
National Metal Edge Box Company	1117
National Paper Box Mfrs. Assn., Inc.	958
National Spangle Co.	1241
National Wooden Box Association	738
New Jersey Machine Corporation	954
Olin Film Division	975
Oliver Machinery Company	876
Onida Paper Products, Inc.	1249
Owens-Corning Fiberglass Corporation	1179
Owens-Illinois Glass Company	1026
Package Design Council	408, 410, 412, 414, 416
Package Machinery Company	1105, 1111
Packaging Industries Limited, Inc.	1006
Packaging Parade	1036
The Packer Manufacturing Co.	401
Packing & Shipping	613
Pack-Bite Machines	1149
Paisley Products, Inc.	1135

Pak-Rapid, Inc.	336
Paper Converting Machine Company	432
Penn Tape Savers	1258
Permacel Tape Corp.	1062
Perry Industries, Inc.	402
Peters Machinery Company	1126, 1139
The Pfaunder Co.	626
Pharmaceutical & Chemical Industry Supply	429
Phoenix Industries, Inc.	1291
Phoenix Steel Container Company	415
Pitney-Bowes, Inc.	633, 635
Plastic Container Corporation	779, 781
Plastic Packaging Corporation	1239
Plastics World	202
Plastomatic Corporation	884
Plax Corporation	1040
Pneumatic Scale Corporation, Ltd.	1121
The Poly-Seal Corporation	1084
Popper & Sons, Inc.	1226, 1230
Post Machinery Company	953, 965, 971
Poldevin Machine Co., Incorporated	859
The Printing Machinery Company	767
Pyroxylin Products, Inc.	659
Quatrum Corporation	417
Queen City Tulatex Corporation	1231
F. B. Redington Co.	1002
Reeves Pulley Company	627, 629
Resina Automatic Machinery Co., Inc.	409
Reynolds Metals Company	925
Reynolds Metals Company, Plastics Div.	995
Rheem Manufacturing Company	424, 426
J. A. Richards Company	1268
Riegel Paper Corporation	1106, 1110
Rossotti Lithograph Corporation	771
Roto Bag-Holweg Division Canopac Machine Company	788, 790, 794
Rotagravure Packaging Incorporated	661
Scale Specialties & Systems, Inc.	333
Scandia Manufacturing Company	826
Schoeler Mfg. Co.	1276
Schroeder Machines Corporation	1275, 1277
Seal-Spout Corporation	1157
The Seamless Rubber Company	783
Sherman Paper Products Corporation	990
Shipping Management, Inc.	514
The Simco Company	785
Simplex Packaging Machinery, Inc.	1013, 1021
Sinclair & Valentine Co.	623

H. P. Smith Paper Company	618
Socony Vacuum Oil Company, Inc.	406
Southern California Plastic Company	787
Speedy Products, Inc.	123
Standard-Knapp, Division of Emhart Manufacturing Company	1025
Standard Packaging Corporation	865, 867
Stanford Engineering Company	1175
E. G. Staudt Manufacturing Company, Inc.	1188, 1194
Stein, Hall & Co., Inc.	1176
Sterling Seal Co.	666
Stokes & Smith Company, Subsidiary of Food Machinery & Chemical Corp.	1013, 1021, 1022
Sun Chemical Corporation	1218
Supramatic Packaging Corporation	316, 318
Swift & Company, Adhesive Products Dept.	739, 741
M. Swift & Sons, Inc.	306
Sylvania Division American Viscose Corp.	906
Technical Tape Corporation	895
Tee-Pak, Inc.	136
Telesonic Packing Corporation	1198
Thermal, Inc.	692
J. C. Tobin Co.	417
Toledo Scale Company	782
Tompkins' Label Service	1143
The Tresscott Company, Inc.	1217
Triangle Package Machinery Co.	1125
Triplex Industries, Inc.	622
Tri-State Plastic Molding Co., Incorporated	512
Unette Corporation	427
Union Bag & Paper Corporation	821
Union Paste Company	419
Union Steel Products Company	1065
United Can Company, Inc.	236
U. S. Armed Forces	110, 112, 114, 116
United States Automatic Box Machinery Co., Inc.	1154
United States Bottlers Machinery Company	1163
U. S. Engineering Co.	436
United States Plywood Corporation	118
The United States Printing & Lithograph Co.	813
United States Rubber Company Collapsible Container Division	210, 212, 311, 313
Royalty Division	208
Upson Company	1280
Vac-Tie Fasteners, Inc.	757
Vacuum Forming Corporation	1288, 1292
The Varigraph Company, Inc.	533
B. Verner & Co., Inc.	332
Vertrord Corporation	755
The Visking Corporation	939
Vulcan Electric Company	1229
Walton Laboratories, Incorporated	324
Warner Electric Brake & Clutch Company	139
S. D. Warren Company	219
H. G. Weber & Company, Inc.	710
Weber Label and Marking Systems, Div. of Weber Addressing Machine Co.	1245
Weigh Right Automatic Scale Company	1183
Weinman Brothers, Inc.	619
Western Printing Co.	302
West Instrument Corporation	694
Wilco Company	119
Williamson Adhesives, Inc.	654
Frank W. Winne & Son, Inc.	753
Wolverine Paper Converting Machinery Corp.	133
Wood Conversion Company	749
The Woodman Company, Incorporated	871
Wrap-Ade Machine Company, Inc.	1140
Wrap-King Corporation	750
Wright Machinery Company	814
Yale & Towne Manufacturing Company	983
York Tape Printers Incorporated	671



The chlorinator being packed weighs about 90 pounds. Its bulk in relation to weight is such that the rather light fibre box may be used as shipping container. The box, (note staples on one side) provides ample protection even though the product is a precision instrument.



NO TWO SHIPMENTS ALIKE, YET FIRM SENDS **OVER 100 CUSTOM-PACKED SHIPMENTS A DAY**

PICTURE IN YOUR MIND a huge factory in which hundreds of precision instruments and machines are turned out daily. Picture considerations of individual specification in which each product turned out may be entirely different from every other. Consider the shipping job with which such a company is faced, and you have the story of Fischer-Porter Company and their custom-designed packaging operation.

Fischer-Porter has solved their gigantic problem. They are proud of it. They want other firms to hear of it. Upon request **SHIPPING MANAGEMENT** staff men went down and covered the story.

Almost every package at the Fischer-Porter plant is in a sense custom-made. This is a firm

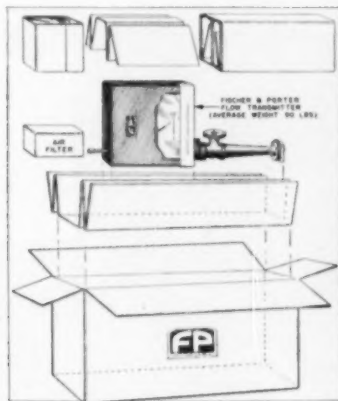
dealing in chlorinators, flow transmitters, and indicating, recording and controlling flow meters, as well as other types of specialized instruments. Orders come in and they may require a special deviation from standard for just one product: an extra knob, a handle, an indicator. Boxes, be they fibre or wood, have to be tailored to fit.

In many firms such individualized packing needs would create a crisis. But at Fischer-Porter, where the crisis is perpetual, this is the order of the day. The equipment has been accumulated. The package engineering brains are in constant operation. Packing and shipping are efficient, fast and economical. Damage claims are negligible.

The way its done is by the setting up of machinery to custom-make fibre boxes, inserts, and wood boxes to fit. The shipping department has a



Fischer-Porter maintains a completely equipped box and shock shop in the shipping department. Left: power saw. Above: Export box for instrument, made in the shop.

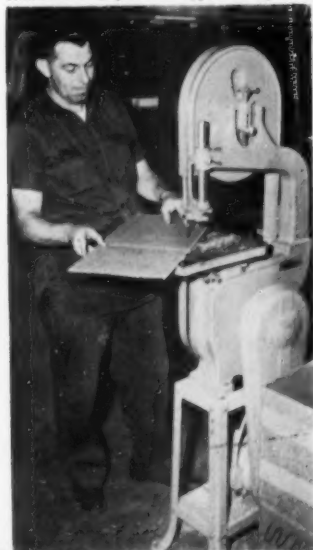


complete box and shook shop where every conceivable type of wood box and barrel may be turned out on short notice. There is power machinery for cutting out fibreboard inserts, and making whatever shapes and cut outs are necessary to customize a fibre box for shipping.

There is no assembly-line operation in the generally accepted sense in the manufacturing end of the Fischer-Porter operation. The individually constructed instruments are tested in thoroughgoing fashion before packing. In consequence the shipping department has no direct relationship to production. All products come to it after the testing phase has been completed.

The shipping department, as can be seen, is a big one, and requires the daily services of over twenty employees. It is equipped with every standard device and dispensing machine which will be found in any shipping department in the country. There are scales, stencil machines, marking machines, gummed tape dispensers, label gluers, huge varieties of forms, shredded paper, excelsior, fibre containers, wood containers, postage meter machines, power stitching machines, staplers, twine, power saws and banding machines, and steel strapping equipment.

Below, left: In an operation which requires constant customizing a band saw to cut fibre inserts to size is a necessity. Center: In the last two years the company has switched much of its container shipping to fibre boxes. Right: Note use of labels and gummed sealing tape in both center and right photos. Large group of vari-sized containers is part of typical day's shipment.



Left: Line cut shows one the most successful custom-designed containers used by F-P to deliver precision instruments without over-packing, and with fibre containers. Center and right: Range of the shipping operation is indicated by the small glass parcel being packed in excelsior, and crane handling huge box to be put on flat bed truck.

Because of the numerous fragile, glass, instruments which have to be shipped and protected there is extensive use of shredded paper, which the company purchases in large quantities.

A shipping problem may consist of a huge instrument which has to be lowered by power hoisting equipment onto a special flat bed truck, or it may be a very small, fragile package, marked glass all around.

The fact that there is a record of very little breakage in Fischer & Porter's shipping operations might indicate extensive over-packing to some. Actually this is not the case.

Aided by a large container manufacturing corporation of whom they are a considerable customer, Container Corporation of America, and by an independent package testing laboratory located nearby, Packaging Service Company of Willow Grove, Pennsylvania, their designers and engineers have turned out precisely the right package for the right product: something strong enough to get it there without damage, but economical in cost, easy to handle.

Packing methods are under constant study,
(Continued on Page 44)

D. E. Domine's

LISTEN, MR. T. M.

VERY SELDOM DO WE MENTION THE FUNCTIONS of a receiving department as related to the over-all traffic picture. We do not do this intentionally but only because receiving seems to be a division by itself with no ostensible connection to the operation of a traffic department. In all probability this may be somewhat true in that receiving is the only "forced" division of a traffic department. By "forced" we mean that the influx of material is determined by the needs of a concern and the purchasing department and therefore the receiving department must keep up with those demands.

By so doing there is little that a traffic manager can do to effect an over-all saving to the company besides cutting down on purchase orders written. Because of this his normal attitude is to consider receiving a necessary evil and staff the department with enough personnel to take care of the daily load.

However, what a lot of traffic managers fail to realize is that proper supervision and planning in a receiving division would eliminate many of the problems which hinder the "main traffic office."

Here a distinction must be made between a large and real small concern. In a large concern the receiving department is usually smaller than the other traffic department divisions. In a small concern, particularly retail stores, etc., the receiving department is by and large much bigger than any other division.

One of the greatest problems arising when a large shipper deals with a small concern which has an inadequate receiving department. In this respect the attention given to the receiving function is practically nil and the net result is that receiving records are jumbled and completely inadequate. Because of this many of the dealers constantly complain of short shipments or lost shipments and force the shipper to obtain proof of delivery before they will pay their invoices.

In almost all instances the shipper can prove delivery only

tion as to how we could improve our shipping methods so that he could readily identify his material.

In tracing his shipments we found that all had been delivered in good order and that it was his receiving department that was to blame for the errors. In this particular case it was found that the dealer received material, signed for it and simply threw it into his stock. No records were kept.

★ ★ ★

Only when he felt that his inventory was short or something was missing from his stock did he complain that the shipment was wrong. That was his way of putting the burden of proof of delivery on us to adjust his records.

Now these are some of the problems that arise when you deal with a small shipper. We feel dealers should do something about keeping records so they will not force a large concern to go through tedious tracing procedures.

Now just how can the receiving department in a large concern be of benefit? First, their receiving records should be complete. When they receive returned goods or material which is normally on purchase orders they should not list only the contents of the packages but, also the number of cartons in a shipment, the total weight, the contents of each carton, the waybill number, delivering carrier and any other pertinent information which might assist the
(Continued on Page 29)

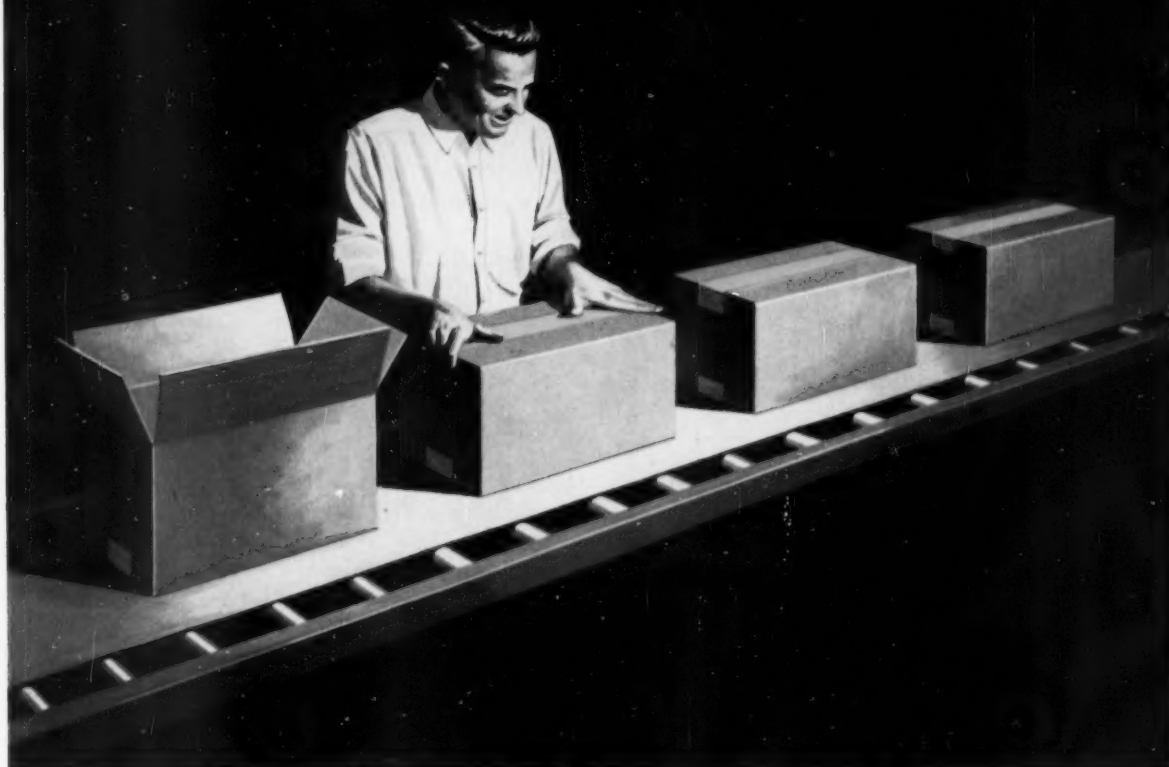
Integrating Receiving With Traffic:

- Role of Receiving Dept.
- Sometimes Neglected in small companies
- Eases Receiving Procedures.

after considerable effort. This could be eliminated if the receivers were to keep accurate records and could check their own files to determine whether or not material has arrived and in what condition.

Recently we received a phone call from a dealer who complained that our shipping methods were completely wrong and that our entire distribution system was "out of whack" because he could find no records of receiving half of the material which we claimed we had shipped to him. The particular dealer went into a long disserta-

New Amendment to Rule 41
permits two-strip sealing of
slotted and double-wall boxes.



Why only **one** man
in this picture?

SISALKRAFT TAPE HAS CUT SEALING LABOR BY TWO/THIRDS!

Now railroads approve the use of 2 strips of reinforced tape under Rule 41. You can now get the savings that result from this modern, fast way to seal . . . with 2 strips instead of 6. It's Center Seam Sealing made possible by rugged Sisalkraft Sealing Tape. See your paper merchant or write us for complete information.

SISALKRAFT

Sealing Tape

*Glass-
Reinforced*

American Sisalkraft Corporation, Attleboro, Mass.
Makers of base stock for the Gummed Paper Industry



TUNING IN



Packaging Institute Picks St. Louis For Conference Site

Packaging Institute announces plans for a one-day packaging conference to be held at the Hotel Statler, St. Louis, on Thursday, May 26. The first meeting of the Institute held last year was also in St. Louis and the members voted overwhelmingly to return to the "Show-Me" State again this year.



E. H. Balkema of the Colgate-Palmolive Company, nationally known packing authority, points to the new organization diagram of more than 20 technical committees of Packing Institute of which he is the chairman.

Leading authorities in the packaging world have been invited to discuss new advances made in packaging. These speakers are expected to stimulate group discussions which were a hit last year.

Walter C. George, of Gaylord Container Corporation, has been appointed chairman.

Bag & Cover Assoc. Will Work With Colleges Giving Packaging Classes

The Industrial Bag and Cover Association has recently adopted a program of cooperating with the various American Universities and Colleges who conduct classes in Package Engineering.

The Association will furnish to those schools engaged in teaching the various aspects of packaging, qualified speakers on the subject of "Flexible Packaging" in the Military and Industrial fields.

This program will be in effect throughout the country with qualified specialists from the

Association's member companies giving the actual lectures on "Flexible Packaging".

Members of the Association were unanimous in adopting this program as they feel it will go a long way towards bringing into being qualified packaging personnel who will be in a position to specify the proper packaging for American Industry.

Stanley G. Yount, President of the Association, in commenting on the progress recently stated:

"This far-reaching program will contribute very directly to broadening the concepts of future packaging engineers because the program as such, will strike right at the heart of the entire subject of flexible and specialty packaging operations. "Universities and Colleges will likewise benefit in that they will get Lecturers, competent and qualified individuals direct from Industry who are engaged in solving those problems pertinent to the specialty or flexible packaging field."

Canadian Packing Assoc. Hears Color, Packaging Discussions

The 8th Quebec Regional Conference of the Packaging Association of Canada, which was held March 3 in Montreal, was highlighted by a speech by Lorain Fawcett, who is president of the All-color Co., Inc. In her address Miss Fawcett expanded her theme that color influences sales and consumer appeal because the average person remembers color longer than design.

Another feature of the Conference were two panel discussions. The first was "Production Management Looks at Packaging" with Keith Ellson. The second panel session discussed "Sales Management Looks at Packaging."

Work Done By Conveyors Shown In 20-Minute Film

"Movement Is Life" is the title of a new 20-minute 16 mm. motion picture sponsored by the Conveyor Equipment Manufacturers Association. The scope and variety of jobs done by conveyors throughout the economy are depicted in scenes of actual installations. The script shows how mechanical handling by conveyors increases employment and profits and raises the standard of living.

Primitive methods of handling, used in build-

(Continued from Page 38)



STERLING SUPREME GUMMED TAPE

*sticks
faster*

THE unusual speed of **STERLING SUPREME** Gummed Tape is due to the special adhesive and its unique method of application to the tape. The exclusive adhesive formula is the result of forty years intensive research and development in the Gummed Products Laboratories. It is a blend of a number of top quality adhesives, each possessing different desirable characteristics.

The adhesive is applied in a ribbed pattern known as "Tread Gumming." The treaded surface offers a much greater moistening area and assures quicker and more thorough water penetration. Another advantage of the tread pattern is that it prevents "side-slip"

when the tape is being applied. It further acts as a guide for easier corner folds. Even though **STERLING SUPREME** is a premium tape, it's a money saver. It speeds production in the packaging room.

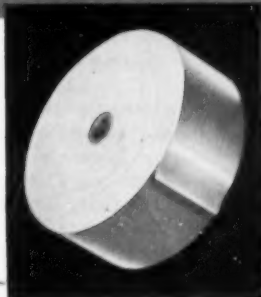
Besides the super standard **STERLING SUPREME** and the standard **TROJAN IMPERIAL** Tapes, The Gummed Products Company offers the user many special purpose tapes. Each is an outstanding tape of unquestioned quality. Ask the paper merchant who distributes Sterling or Trojan in your locality about them. He is your dependable source of supply for all your paper and tape requirements.

Sterling Supreme

Super-standard in quality
Super-standard in efficiency

Trojan Imperial

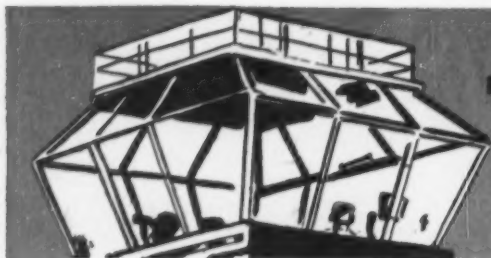
The finest standard sealing tape
on the market



**The
GUMMED PRODUCTS
Company**

... Specialists in the gumming of
printing papers and sealing tapes

Main Offices and Mills: **TROY, OHIO**—Sales Offices: Atlanta, Chicago, Cincinnati, Cleveland, Los Angeles, New York, Philadelphia, St. Louis, San Francisco—Distributors from coast to coast.



TRAFFIC TOWER

AROUND THE TRAFFIC WHIRL:

START PLANNING NOW—to attend the **Associated Traffic Clubs Convention** in Cleveland, Ohio—September 18-21, 1955, at the Hotel Cleveland. The Traffic Club of Cleveland will be hosts.

MEN PROMINENT in transportation and industry will appear as speakers for the second annual **Michigan Traffic and Transportation Conference**, at Michigan State College, May 11 and 12.

The dates are announced by the joint sponsors, the M.S.C. School of Business and Public Service, Dr. Herman T. Wyngarden, dean, and the Michigan Industrial Traffic League, Thomas Godbold, Detroit, president.

Topics for this seminar, for all those interested in or engaged in traffic and transportation, will include "Reduction of Transportation Costs on Small Shipments," "Managerial Discretion under Our National Transportation Policy," and "Operation of the 'Agreed Charges' System of Rate Making in Canada."

The two-day event will be held at Kellogg Center, the conference arrangements coordinated by the M.S.C. Continuing Education Service.

GAR WOOD INDUSTRIES INC., announces a reorganization of its traffic department to achieve more centralized control over its five widely-scattered plants. **George Tri- van** has been appointed to the newly created post of general traffic manager.

THE TOLEDO TRANSPORTATION CLUB, Toledo, Ohio has announced the 50th Anniversary of the Club which was founded in April, 1905. A Golden Jubilee Dinner to be held in the Ball Room of the Commodore Perry Hotel on Wednesday, April 20th will be the opening event of the Golden Jubilee Year's celebration.

THE WOMEN'S TRAFFIC CLUB OF NEW YORK heard James R. Getty, General Passenger Traffic Manager of Seaboard Air Line Railroad Company, at a recent dinner meeting. Mr. Getty spoke on the topic "Railroad Transportation Today." Shortly before, the club ran a charity fiesta to raise funds for the League In Aid of Crippled Children.

LYON VAN LINES, INC., Los Angeles, has chosen Norman Stranne to become manager of operations. Mr. Stranne had been assistant TM for the past four years. In his new position, he will handle all operational, dispatch and terminal procedures.

WORCESTER TRAFFIC Association will hold their seventh annual ladies' night dinner and dance Wednesday night, May 4th, at the Bancroft Hotel, Worcester. Fred D. Wilson is chairman.

SERGE NEPRASH has been appointed to the newly-created position of Coordinator of Traffic of The Armstrong Rubber Company. **Robert J. Mitchell** has been appointed Traffic Manager of the Armstrong plant at Norwalk, Connecticut.

Mr. Neprash has been Assistant Traffic Manager of The Armstrong Rubber Company for the past 4½ years. Previously has been employed by the Naugatuck Chemical Division of the United States Rubber Company. A graduate of the Wharton School, University of Pennsylvania, Mr. Neprash is also a registered Interstate Commerce Commission practitioner. He is First Vice President of the Traffic Association of New Haven County; past President of the Connecticut Alpha Chapter of the Delta Nu Alpha Professional Transportation Fraternity; and an instructor in Freight Traffic Management at New Haven College. He is also co-author of a course in Motor Freight Rates and Regulations. His office will be at West Haven, Connecticut.

Mr. Mitchell, a graduate of New

York University, formerly was with the National Transportation Company as Assistant Traffic Manager and General Claim Agent before coming to The Armstrong Rubber Company. He is on the Educational Committee of the Fairfield County Chapter, Delta Nu Alpha. His office will be at The Armstrong-Norwalk Rubber Corporation, Norwalk, Connecticut.

BENDIX RADIO announces that **Jack L. Baker**, who joined Bendix 18 years ago as a shipping clerk, is appointed traffic manager. For the last 12 years he was assistant TM.

PACIFIC INTERMOUNTAIN Express Company announces that **Ellwood K. Slusser** has joined PIE as assistant director of traffic. He served as transportation officer in the Army for five years.

THE NATIONAL EXPORT TRAFFIC LEAGUE, INC., heard a speech by **Vincent A. G. O'Connor** at its luncheon-meeting held March 23 at the Lawyers Club.

ROHM AND HAAS CO., has selected **George Wilson** to succeed **Leon A. Becker** as traffic manager. Becker served as TM for 35 years.

KAISER STEEL CORP., has appointed **S. Charles Knight** to the position of general traffic manager. Knight joined the company in 1949 as assistant general TM.

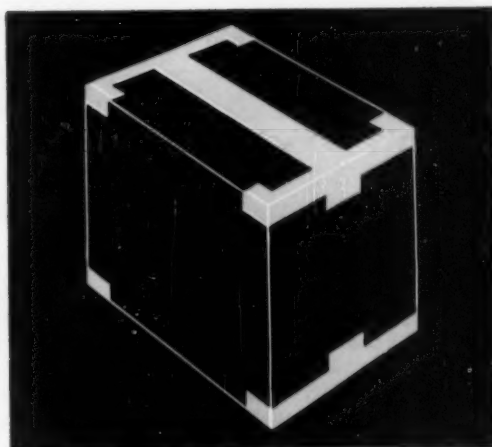
THE WEST TOWNS TRAFFIC CLUB, Bellwood, Illinois, will hold its annual spring dinner dance on Saturday, April 16. George Marshall's orchestra will supply the dance music. There will be a door prize.

PAUL R. DUPREE has been appointed Supervisor of Forest Products for the Central Staff Traffic and Transportation Department of **Koppers Company, Inc.**, it was announced by **James F. Haley**, Manager of the Department.

SEALS FASTER • SELLS FASTER

St. Regis DUOFLEX Gummed Sealing Tape

Seals More Cartons Per Hour!



Time-studies in shipping-rooms show cents-per-roll is not the big cost of packaging . . . it's the dollars-per-roll *for application time*. The instant, permanent adhesion of St. Regis DUOFLEX *permits sealing faster* . . . more cartons per roll. That's true economy . . . one reason why it *sells faster*.

ST. REGIS GLASS MESH TAPE withstands strains from both directions . . . because its reinforcing glass fibers are distributed the long way *and* across the tape. No excess asphalt to "bleed," in any weather.

ST. REGIS STAY TAPE combines St. Regis' own glue formula with St. Regis' own specification Kraft. Plasticizer in the glue permits the moisture to ride the tape any necessary length of time to the applying point.

WHY NOT TELL CUSTOMERS that St. Regis provides a *full* line of gummed tapes (as well as special tapes) . . . *all quality-controlled at every stage of manufacture?* You can always offer *immediate* deliveries of St. Regis Gummed Tapes . . . in all standard widths and colors.



• • •
This exclusive shipping carton protects St. Regis Tape from heat, damp and climate in transit and in storage. It has a built-in, waterproof lining, and is sealed with St. Regis Glass Mesh Tape.

Look for the name ST. REGIS on every core

FOR SAMPLES, fill out and attach to your business letterhead.

ST. REGIS GUMMED TAPES are manufactured by St. Regis Paper Company, one of America's largest integrated paper manufacturers, with resources ranging from raw materials in its own forest preserves to modern mills and plants and nation-wide distribution.



MEN — METHODS — MATERIALS

St. Regis Paper Company

Sales Subsidiary: St. Regis Sales Corporation • KRAFT DIVISION

230 Park Avenue, New York 17, N. Y.

Please send samples of St. Regis Gummed Tapes as checked:

☐ DUOFLEX

☐ GLASS MESH TAPE

☐ STAY TAPE

COMPANY _____

ADDRESS _____

CITY _____

STATE _____

ATTENTION: _____

NEWS - PROMOTIONS

of companies and associations

CROWN ZELLERBACH CORPORATION announces that Edward H. Walther, a 20-year veteran in paper merchandising and distributing, has been named Sales Manager, Distributor Sales Division. Mr. Walther has held numerous management positions in the corporation.

Walter C. Robinson of Gar Wood Industries, Inc., New York, announces that William L. Davies has been selected to serve as his assistant. Mr. Davies will make his headquarters in Washington, D. C.

Norman F. Greenway, senior vice president in charge of the folding carton division of Robert Gair Company, Inc., was elected to the company's board of directors at its last meeting. He joined the company in 1934.

Universal Air Travel Plan reports that nearly 57,000 customers were added in 1954 to its "charge it" system of flying. This brings the number of people who use air credit cards to 652,310.

Allen Brothers Corporation, Boston, has been appointed exclusive distributor of the complete Ideal line of stencil machines, tape dispensing machines and marking equipment, it was announced by Ideal Sales Manager Donald T. Auld.

Allen Brothers will service all of New England with the exception of Danbury, Middlesex and New Haven in Connecticut. These counties will continue to be handled by Ideal's New York representative.

Seaboard & Western Airlines has been awarded a contract in excess of \$3,500,000 for the airlift of military freight and military personnel and their dependents between the United States and military installations in Western Europe, Arthur V. Norden, executive vice president of the Company, has announced.

THE ASSOCIATION OF AMERICAN RAILROADS announces that 878 new locomotive units have been placed in service by Class I railroads in the first eight months of 1954. Of that

number, 866 were Diesel-electric units and the other 12 were gas turbine-electric units.

U. S. Plywood Corporation announce the appointments of Richard S. Lowell and John R. Thompson to director of sales promotion and advertising and advertising manager, respectively. Mr. Lowell came to the company in 1943 as ad manager and during that time the advertising budget has quintupled.

Sidney Hollaender, president of Ever Ready Label Corp. was the guest executive on Conrad Nagel's TV show "Mr. Executive" which was seen Saturday, March 26, on the National Broadcasting System.



Mr. Sidney Hollaender, (right) president of the Ever Ready Label Corporation, is international Broadcasting Company TV presentation. "Mr. Executive." The discussion, "Imagine a world without labels" takes place on WRCA-TV, Channel 4, Saturday, Mar. 26th, 12 P.M.

Mr. Nagel and Mr. Hollaender discussed what kind of world it would be if there were no labels. After the discussion, the TV cameras took the audience on a trip through Ever Ready's Belleville, New Jersey plant. Mr. Hollaender also disclosed that he started the business in 1914 with \$250 and today his daily sales volume exceeded the entire year's volume of 1914.

RICHARD S. BARTLETT, JR., who came to Davidson Plywood & Lumber eight years ago, has been appointed president of the Company by E. I. MacPhie, chairman of the board, it is announced. Bartlett succeeds Jack Davidson.

RENOIS TYING MACHINES, INC., Melrose Park, Ill., has appointed Louis W. Brohman Chief Engineer ac-

cording to a recent announcement by company president W. B. Renois. Mr. Brohman formerly was associated with the Armour Research Foundation of Illinois Institute of Technology, Chicago.

THE OTTAWA RIVER PAPER COMPANY, through president Philip LeBoutillier, Jr., has announced plans for a \$900,000 expansion program at its Flint, Michigan plant. The building additions and installation of new equipment is expected to more than double Flint production capacity in corrugated containers and pallet packs.

REPUBLIC STEEL CORPORATION announces the appointment of Van's Equipment Sales, Inc., Routes 9 and 20, Rensselaer, New York, to handle the sale and distribution of Republic Materials Handling Equipment.

HUDSON PULP & PAPER Corp. has named Harold Hertel to the position of distributors' sales training manager. This move was made in conjunction with the expansion of the sales training division, T. H. Mitten-dorf, vice-president in charge of sales announced.

Right: H. Hertel
Below: G. S. Dart



AIR EXPRESS INTERNATIONAL Corp. announce the appointment of George S. Dart as domestic sales manager. Mr. Dart is a member of the National Defense Association.

Two appointments in the general traffic department of the Eastman Kodak Company were announced by Kenneth H. Jamieson, general traffic manager. Stanley R. Thorpe has been named foreign traffic manager and Howard L. Verbridge has been appointed manager for rates.

"LISTEN MR."

(Continued from Page 22)

traffic department in the event that there is a discrepancy in the invoice which would be received at a later date.

We had a case recently where such information would have aided us considerably. A dealer returned to us 37 cameras along with other photographic material. This dealer forwarded the material to us in three cartons which were steel strapped. Upon receipt at our company, receivers opened up all three cartons, placed the material on a bench and counted it. The count showed that we had received only 34 of the 37 cameras. We wrote to the shipper of this material and pointed out that we were three cameras short.

His answer was that this material had been double checked at his plant before he forwarded it and that it had been placed in

three cartons and steel strapped so that there could be no possibility of pilferage. Furthermore he listed the contents of each of the three cartons of material which he had forwarded to us which gave him his total.

Now in our own operation our receiving department neglected to list the contents and the weight of each carton when they were received. Had they done this they could have pointed out to the dealer that the carton which he stated contained items actually was short and the weight attested to the fact that it was short. In this way the entire matter could have been disposed of in one or two letters. However, the way it was handled, many letters were exchanged and it cost an ultimate loss to our company inasmuch as we had to issue credit for the material which we actually did not receive. This is just one way in which a receiving department

can assist the main office of the traffic department.

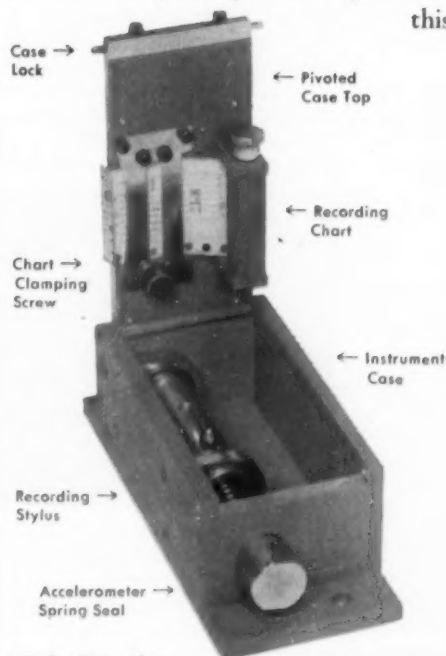
Receivers should not only gather this material but they should also look carefully at the labels on material coming in to make sure that it belongs to them and that it has not been left by mistake by the carrier in lieu of another carton which should have been received.

The receiving department can be very helpful in checking the method of shipment of a supplier so that errors in rates and methods of shipment may be detected. Many concerns realize tremendous savings by so doing.

What it amounts to is this: first, the receiving department should be considered an integral part of any operating traffic department and should operate under closely supervised systems and procedures. The receiving department should be patrolled regularly to determine if their

(Continued on Page 34)

Packaging Engineer



this instrument is the answer

to impact test work and package testing

MODEL 1M ACCELEROMETER

WEIGHT: 22 ounces — SIZE 2½" wide x 2" high x 6" long.

Description—The Model 1M Accelerometer is a maximum indicating, mechanical type one component accelerometer. It uses a damped type spring system. Records are linear over the entire G. range. Records are made on 1" wide wax coated charts by a spring loaded stainless steel stylus. The instrument is built in a width of G ranges and frequencies. Because of its construction it is nearly indestructible. A ¼" thick magnesium case protects the recording mechanism. Precision wound springs are used in the accelerometer mass system. All accelerometer parts are chrome plated brass. Only the most rugged precision parts are used in this instrument.

Uses—For all types of impact testing, package testing, drop tests, force analysis work and Conbur tests. The instrument also can be mounted in an Impact Register so acceleration can be measured in addition to impact speeds.

We know you will find this instrument accurate and dependable. The basic design has been taken from our other types of instruments which have proven so successful during the past 35 years.

Also Available:

- A. Type M instruments also are built in two and three components.
- B. Impact actuated type instruments in which the chart moves on each impact.
- C. One, Two and Three Component accelerometers with spring driven 30-day motors.

Flight Recorders
Accelerometers
Vibrographs

Impact Register Company

P. O. Box 445 Champaign, Illinois

Impact Registers
Two Way Ride Recorders
Three Way Ride Recorders

NEW PRODUCTS IDEAS SERVICES

► FOR APRIL, 1955

Painting Cartons Saves Money

Luminall Paints, a division of National Chemical and Manufacturing Co., has developed a special carton tan paint designed to give added life to old cartons.

Depending upon the size and construction of the cartons, some com-



panies are saving as much as \$25 to \$300 per thousand, according to the manufacturer. The firm's new paint dries to a permanent finish in 20 minutes and has no painty odor and is nonflammable.

Check #70 on card, facing Page 6.

Carton Stitcher Booklet

The Markwell Manufacturing Co., Inc. has printed a 12-page illustrated booklet explaining its new carton stitcher. The booklet shows the reader how he can save time and money and increase safety and morale.

Aided by numerous illustrations, the firm's booklet shows in at least a dozen ways how costs can be reduced. Besides announcing Markwell's new stapling machine and its varied uses, the booklet also describes a new dry pen which writes on wood, cardboard, glass, plastics, ceramics, cellophane and other surfaces.

Check #43 on card, facing Page 6.

Better Storage Methods Brochure

"How to Double Your Warehouse Capacity" is the title of a new 16-page brochure just released by The Frick-Gallagher Mfg. Co.

Purpose of the booklet is to show that, while there can be no single fixed formula for greater warehouse economy, sizeable savings of space and time are nearly always possible through better use of existing facilities and, where advisable, through the use of special storage equipment.

Exploring the science of proper space utilization, the booklet points out the advantage of utilizing ceiling height as well as floor space. The correct use of special-purpose storage equipment, such as long-span shelving, and Rotabin, is described at length.

Automatic Scales Explained

Detecto Scales Inc., announces in a four-page leaflet that it is keeping up with the latest trend: Automation. A new heavy-duty scale features push button operation. It weighs, counts and prints in one operation.

Carefully explained are how Detecto offers such exclusive features as, increasing speed of production, accurately counting for receiving, shipping production and inventory.

Check #44 on card, facing Page 6.

Postage Meter Booklet

Pitney-Bowes Inc. has recently published a booklet showing how the entire office staff is aided by a PB postage meter. The catalog is entitled "What Kind of Boss Are You?" and it goes on to show that the admired boss is the one who has up to date office equipment.

Check #45 on card, facing Page 6.

Gummed Tape Dispenser

The new heavy duty Seal-O-Matic Senior 3" automatic gummed tape dispenser has brought into the low priced dispenser field the advantages and features found in high priced automatics, according to the manufacturer.

The Senior will automatically dispose, moisten, measure and cut gum-

med tape in lengths adjustable from 2½" to 36" in one stroke. The easy-to-set feed stop and visual measuring scale on the front of the machine reduces to a matter of seconds the time required to set the automatic dispenser to the exact length of tape required, say the manufacturers. This Senior model is completely enclosed except for small viewing windows in the rear sidewalks. It is a compact unit which takes up little bench space and can be moved readily from spot to spot.

Operation is further simplified by a self-adjusting moistening device, with two heavy duty 100% pure bristle brushes and a large reservoir with visual water level. All parts in contact with water are described as fully rustproof, made either of aluminum or brass. Made by Lipton Manufacturing Co., Inc.

Check #61 on card, facing Page 6.

Film Shows RR Time Savers

How the Great Northern Railway reduces time and expense in handling cargo is shown in a new film, "On Time," available now from the Hyster Company. Speed and efficiency features of "Cargotainers" and Hyster



QN-20's for loading and unloading mail in short station stops are described.

Said to be applicable for handling all types of head-end cargo, the "Cargotainer" is collapsible for ease of storing and is handled on skids with the standard pallet forks of the Hyster lift truck. Rated capacity of the

maneuverable lift truck shown is 2,000 lbs. at 24" load center. The film is of five minutes' duration, includes sound and is 16 mm.

Check #55 on card, facing Page 6.

Automatic Tape Dispenser

The new heavy duty Seal-O-Matic Senior 3" automatic gummed tape dispenser brings into the low priced dispenser field all of the advantages and features previously found only in the high priced automatics, announces the Lipton Manufacturing Co.



The Senior will automatically dispense, moisten, measure and cut gummed tape in lengths adjustable from 2½" to 36" in one stroke. The easy-to-set feed stop and visual measuring scale on the front of the machine reduces to a matter of seconds the time required to set the automatic dispenser to the exact length of tape required.

Operation is further simplified by a self-adjusting moistening device, with two heavy duty 100% pure bristle brushes and a large reservoir with visual level. All parts in contact with water are described as fully rustproof, made either of aluminum or brass.

Check #41 on card, facing Page 6.

Power Coil Dispenser

Engineered by Allegheny Steel Band Company is a new electrically-operated steel strapping dispenser for rapid banding of shipments. It is equipped with a magnetic brake for instantaneous stopping and to prevent overruns.

Available with or without shear, depending upon whether you need cut lengths or continuous strapping, this push-button dispenser is designed in three models to handle full coils of ¼", 1¼" and 2" steel banding and will dispense at the rate of 250 ft. per minute.

Check #52 on card, facing Page 6.

Steel Shipping Container

Republic Steel Corporation announces the publication of a four-page, two-color, 8½ x 11 folder describing its Pressed Steel Division's newest product, the Collaps-a-tainer. The



the profit line for
... Speed and Service

IN OFFICE, STORE AND FACTORY

*Featuring "advanced-styling" in a complete line of automatic and pull type tape dispensers, "lowest in price—highest in quality" ... designed with the cooperation of Stewart-Warner engineers.

SEAL-O-MATIC
SENIOR 3"
AUTOMATIC
\$39.98 retail



Finest made for heavy duty shipping. Tape widths 1½" to 3" Features a lifetime stainless steel blade, 2 pure bristle brush wetting. Visual measuring scale. Self adjusting moistening element. Automatically measures, wets, cuts, ejects tape lengths adjustable 2½" to 36"—each pull. Side bottle maintains water level in large tank. Fully enclosed body.

LIGHTNING ROLLER SEALER \$8.85 retail
LIGHTNING BRUSH SEALER \$9.85 retail
Plus a complete line of label and envelope moisteners.

OTHER MODELS AVAILABLE

*All models feature end-to-end moistening; and have removable, heavy cast aluminum water boxes. In hammer-tone gray ... some models have optional colors.

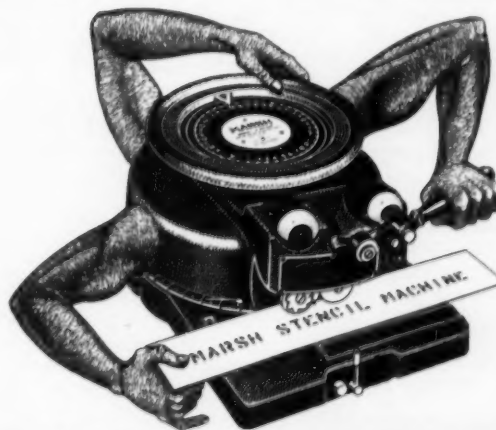
Send Order Now ... or write for literature and complete details to:



MANUFACTURING CO., Dept. SM-1

52 W. Houston Street • New York 12, New York

World's Largest Manufacturers of Low Price Quality Automatic Tape Dispensers



MARSHIAN FOUND DIRECTING SHIPMENTS
AT FRUEHAUF TRAILER CO.

Dependable MARSH Stencil Machines address Fruehauf shipments fast. Permanent, legible stencil addressing, will speed your product handling too! Eliminates

lost shipments. Pays for itself with labor saving. Prove to yourself that MARSH Stencil Marking is superior to your present methods.

FREE:

Stencil cut with YOUR NAME & ADDRESS; and "The Marshian Story." Clip this ad to business letterhead, with your name. MAIL TODAY!

MARSH STENCILS
DELIVER THE GOODS

MARSH STENCIL MACHINE CO. • 75 MARSH BLDG. • BELLEVILLE, ILL., U. S. A.

product, which was first announced to the trade in April of this year, is a lightweight, collapsible, returnable, steel shipping container. Catalog illustrations include the container in various positions including assembled, semi-collapsed, and stacked. Details of the bottom construction are also shown.

Check #60 on card facing Page 6.

Retaining Papers Brochure

Thilmany Pulp & Paper Company has published a brochure for retaining papers which includes an easy-to-follow instructional diagram on utilized loading procedures. The retaining paper method as recommended for unitized car loading is suggested by the Freight Loading and Container Section, Association of American Railroads. In effect, by utilizing this method, the end sections remain intact and literally form a floating bulkhead which protects the load from shifting and damage.

Check #65 on Page 6.

Adjustable Container Packing

The new four page folder of Signode Steel Strapping Company, Chicago gives complete, illustrated description of new method of packing articles or packages of different shapes and sizes. New method uses adjustable fibre board sections telescoped together to form an outer container.

Folder shows, step-by-step, how various sizes of modular units can form a compact, quickly assembled container for a variety of packages. Pack is compactly unitized with steel strapping for safe, secure interstate or export shipping. Shows size chart and simple equipment recommended for complete packing operation. It is trade named Adjusta-Pak.

Check #58 on Page 6.

Plastic Truck Body

The completion of a revolutionary all-plastic truck body for the Carna-

tion Milk Company of Los Angeles, California is announced by Strick Company, nationally known Philadelphia manufacturer.



Made from a new kind of reinforced fiberglass called "Lamcor", the truck body is the first to be made of only two halves. Conventional metal truck bodies consist of many sections and require many hours of assembly work.

Mounted on a Ford chassis, the vehicle utilizes Lamcor in the floor, roof, and sides as well as interior lining. Since the color can be impregnated into the material, painting is unnecessary.

Check #46 on Card Facing Page 6.

Dear Editor

Dear Editor:

I am writing you in reference to two recent articles by Mr. D. R. Dominie in regard to his column entitled "Listen, Mr. T.M." and concerning pickups by miscellaneous trucks.

Over the past several years, our company has been concerned over delays in loading trucks at our platform due to the fact that we had no control over arrival time of trucks and they usually all come in for pickups between 11 and 3:30 p.m.

To provide us with service that would expedite orders to our customers we set up a schedule for all of the trucklines to make regular pickups on a three day a week basis and the days on which one particular truck was not making a pickup, an alternate carrier serving common points would be picking up on that day.

This system has almost completely eliminated loss of time by pickups drivers at our loading docks and at the same time, provided us with daily service to all points to which we ship via truck.

On truckload movements, we have set up arrangements with various companies whenever we have such movements to have trucks spotted during the night when possible for immediate loading in the morning. We then contact the trucking company approximately one-half hour before we finish loading the truck to have a tractor available to pull the truck from our dock.

Possibly we have a situation that is different from some companies in major metropolitan areas, but, we have found the above system very helpful as we are located approximately eighteen miles from our major truck terminals in Akron, Ohio.

I appreciate your fine articles that are contained in the regular issues of Shipping Management and look forward to receiving my copy each month.

E. C. STIBBE
TRAFFIC MANAGER
THE PYRAMID RUBBER CO.
RAVENNA, OHIO

If any of our readers have ideas on how shipping orders can be expedited we will be very happy to print their comments in this space from time to time.

—THE EDITORS

Dear Editor:

In the January 1955 edition of Shipping Management, you published a very interesting article captioned "Water Proof Paper has Come into its Own."

The drawings used in this article illustrate the method of applying the protective paper in a very clear manner, especially the drawing on Page 15 showing the method of tying-in the load in the doorway.

Am interested to find out if there is a source through which we might obtain 12 or 15 copies of these drawings which perhaps might be in pamphlet form.

Your cooperation in this connection will be greatly appreciated.

Yours very truly,
F. J. Rebhan
Traffic Manager
American Crystal Sugar Co.
Denver, Colorado

Editor's Note: Copies of the article on Waterproof Paper were sent to Mr. Rebhan. Other copies are available through Rider & Keister, 141 E. 44th St., N. Y., N. Y.

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GUMMED TAPE
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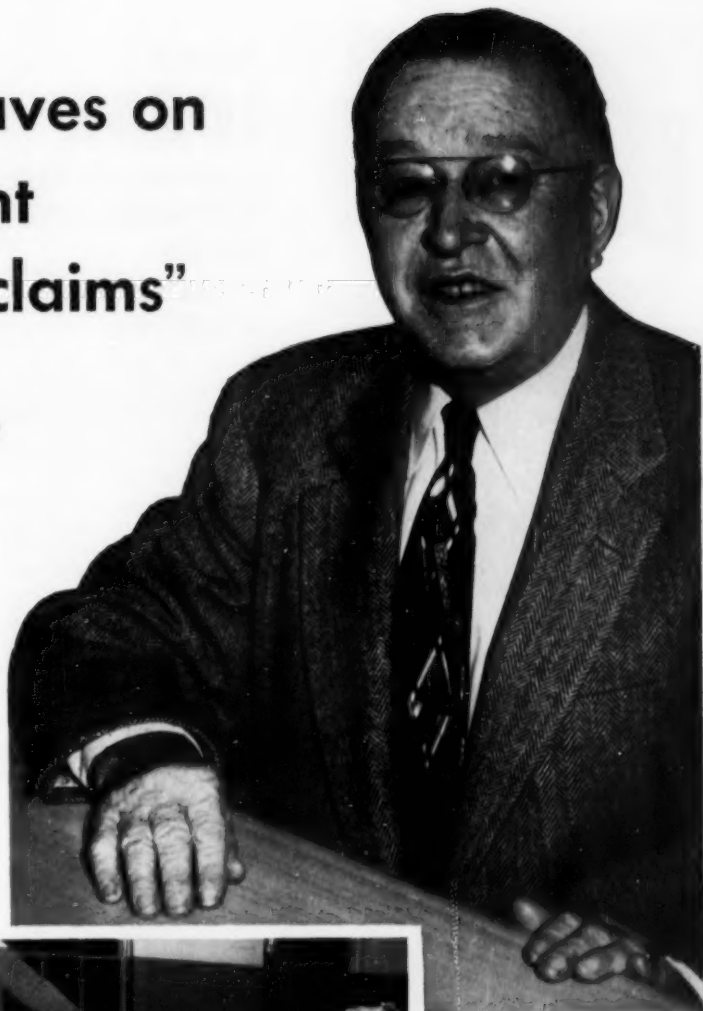
"Art Metal saves on assembly, freight and damage claims"

says Albin Johnson,
Company Vice President

"— and we have a better container, since we began using Atlas Plywood's Ply-Fold crates for shipping Art Metal desks," Mr. Johnson reports.

"We particularly like the fact that Atlas Plywood Ply-Fold crates come to us partially assembled. That saves us valuable assembly time. We know, too, that these Ply-Fold crates keep our desks snug and undamaged in transit. This is a gain in convenience, economy, and efficiency.

"So you can say that our decision to investigate Atlas Plywood's lab-testing methods has given us substantial savings in everything that has to do with shipping our product."



Art Metal desks are built and finished with care — and Atlas Plywood's Ply-Fold crates "handle them with care." Desks feature smooth-sliding drawers, generous knee space, smart appointments . . . crates keep desks tight and shift-free in transit.



Safe and economical traveling is assured this Art Metal desk. The Ply-Fold crate protects all its smooth surfaces without expensive padding . . . it packs in cars without wasting space, is strong, durable, light . . . protects desk from bumps and jolts.

FREE Booklet!

New, illustrated 24-page booklet, "How Atlas Plywood Cuts Your Shipping Costs . . . Safely", may help you avoid needless product damage or too-high freight costs. Write — or see your Atlas Plywood representative (see yellow pages). Learn about the laboratory where Atlas Plywood containers win their lab-tested label. Atlas Plywood Corporation, Dept. SM-8, 1432 Statler Bldg., Boston 16, Mass.

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- ▶ Exceptionally long life—many Ideals have been in service over 20 years.

Packing a Punch

(Continued from Page 10)

by their suppliers and are progressing the program of making factual reports, with photographs, of the condition of the load at destination. They are giving these reports to those at fault, with suggestions for improvement.

An Earlier Rule 41 Change

A note from the Gummed Industries Association calls attention to the fact that the Mullen test requirements for gummed sealing tape have been eliminated from Section 7 of Rule 41. Uniform Freight Classification and Consolidated Freight Classification, which governs the sealing of cartons being shipped by the railroads.

The amended rule which was issued on August 5, 1954 as a supplement to Uniform Freight Classification No. 2 and Consolidated Freight Classification No. 20 became effective September 20, 1954 and calls for both tear resistance and tensile test requirements rather than the former method which was based solely upon the Mullen test.

Requirements Now Equal Federal

By so changing Rule 41, the Classification Committees have now brought their requirements into balance with those of the Federal Government, which sometime ago adopted these tests by approving Federal Specification UU-T-111b covering gummed sealing tape.

This amendment of Rule 41 by the railroads follows the general trend in the paper industry away from the Mullen test and towards more realistic indicators of paper performance.

"Listen Mr."

(Continued from Page 29)

systems and procedures are operating as they should. If this is done there should be no need for an intensive investigation whenever an alleged shortage is claimed. An accurate receiving slip can very easily replace a multitude of letters and confusing correspondence which in the long run results in a saving to both the shipper and the consignee.



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Marks - Dries Quickly
Carton Color - Stencil
-Tape - or Mark on it!**

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Keeps
Carton
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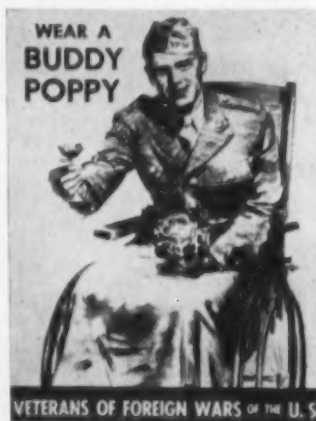
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V. F. W.
"Buddy"
Poppy
MEMORIAL DAY



VETERANS OF FOREIGN WARS OF THE U. S.

1955 AMA Show

(Continued from Page 17)

of the huge American Management Association show. The Exposition which accompanies the Packaging Conference will extend into April 21st.

This year for the first time in years the Packaging Exposition will be in one place and the Conference in another. AMA states that some 30,000 persons are expected to attend the exposition at the International Amphitheatre in Chicago. Simultaneously about 1,500 specialists in packaging, shipping, traffic management, and materials handling will discuss packaging problems and techniques at the Palmer House. Palmer House and International Amphitheatre are a short subway ride apart.

Everything from equipment needed to test packages to how to pack and handle bulky materials will be covered at the Conference.

Here are the titles of specific interest in this field:

Titles of Pertinent Talks

How to Cut Costs In Warehousing and Materials Handling

(Monday)

Efficiency in Packaging the Multiproduct Line

(Monday)

What Equipment Do You Need To Test Your Package?

(Monday)

Cost Reduction Methods In Industrial Packaging

(Tuesday)

How To Pack and Handle Bulky Materials

(Tuesday)

Making The Most of Packaging Machinery

(Tuesday)

Packaging To Cushion, Preserve, and Protect

(Wednesday)

Foam Plastics That Revolutionize Interior Packaging

(Wednesday)

Know Your Materials

(Wednesday)

AMA states the Conference will be the largest and most comprehensive ever staged in the packaging field by the 20,000 member association.

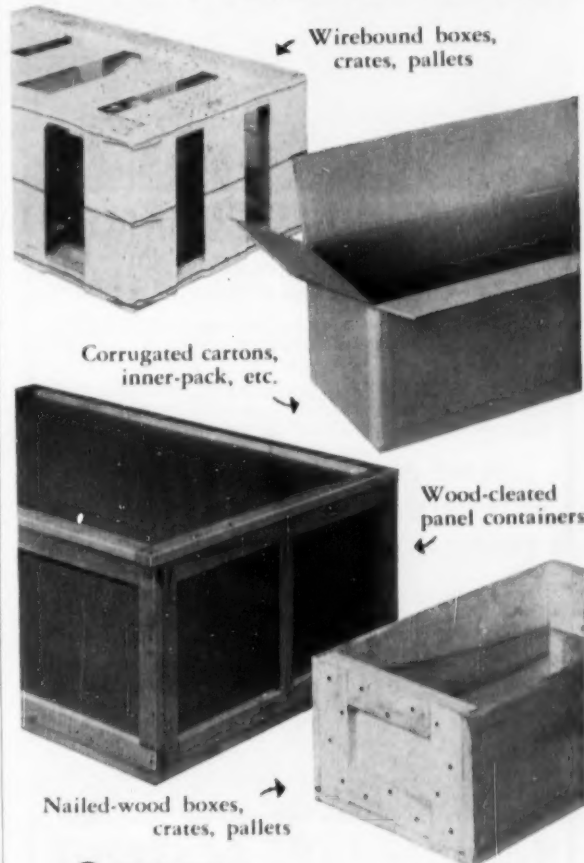
More than three acres of ground will be required to show off the booths of about 400 exhibitors. Equipment, materials and service will be shown, for the packaging, packing and shipping of industrial and consumer goods.

As compared to previous years, the 1954 exposition is expected to put greater emphasis on the packaging of industrial goods. Space reservations show a somewhat higher ratio of indus-

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STAPLING A CARTON THE FAST, EASY WAY *with Air!*



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Lightweight — Easily Portable

OPERATES 50-110 LBS. AIR PRESSURE

No need to take the work to a big, stationary stapling machine. You can use the Duo-Fast Air Plier where it is most convenient — take it to the job.

A flick of the trigger does the stapling job. Ideal for stapling many types of cartons, making corrugated fillers, sealing heavy bags, and many other industrial stapling jobs.

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New **DUO-FAST** OC STAPLER

It Clinches the Staple Without an Anvil!

Just compress the handle. A special mechanism diverts the staple legs out and up in a clinching action. No anvil is needed. Staple does not penetrate the material.

Solves problem of fastening tags to filled cartons, making temporary closings of carton flaps, and other jobs where anvil-type stapler cannot be used. Stapler can be easily converted to an automatic tacker for other jobs.

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☐ Send data on DUO-FAST OUTWARD CLINCH STAPLER

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Company

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trial to consumer package exhibitors than in the past.

Show Hours

The show will be on display for 32 hours, as compared to 26 last year. It will open at 10 a.m. daily and will close at 6 p.m. on Monday, April 18; 9 p.m. Tuesday; 6 p.m. on Wednesday; and 3 p.m. on Thursday, the final day. The exposition is open without admittance charge to anyone with a business affiliation. Richard Wellbrock, vice president, New Jersey Machine Corporation, Hoboken, N. J., heads the Exhibitors' Advisory Committee for the 1955 show.

Packaging Conference Program

The conference will open at 10 a.m. Monday, April 18, with a morning-long discussion of cost cutting in warehousing and materials handling. Representatives of Lever Brothers Company, Liggett Drug Company, and Sylvania Electric Products, Inc., will tell how they have improved their scheduling to coordinate production, packaging, warehousing, and materials handling.

Four sessions Monday afternoon will deal with packaging to increase hardware sales, standardization through central control, efficiency in packaging the multi-product line, and package testing. Keystone Brass & Rubber Manufacturing Company, manufacturer and jobber handling some 5,000 items, will report on the use of vacuum-formed plastic containers and other new developments in its packaging program.

Socony-Vacuum Oil Company, Inc., will present a case study in standardizing the packaging of a large variety of products. AC Spark Plug Division of General Motors Corporation will report its progress in increasing the efficiency of multi-product packaging scheduling. Laboratory equipment needed for package testing will be covered from the viewpoint of the industrial-goods manufacturer by General Electric Company and from the consumer-goods standpoint by General Foods Corporation.

Tuesday Topics

Tuesday morning Wagner Electric Corporation, Whirlpool Corporation, and United States Radiator Corporation will tell how they are using accounting techniques, automation, and concurrent design of product and package to reduce waste.

Tuesday afternoon topics include handling bulky materials, making the most of packaging machinery, and prepackaging meats and fresh foods. The packing and handling of bulky materials will be discussed by The Dow Chemical Company, which is using a new corrugated container for shipping plastic pellets in 1,000-pound lots, and the Ternstedt Division of General

Motors Corporation, which has devised, for shipping of parts to auto assembly plants, such improvements as a flexible pallet pack, a floating innerpack, a "no-block" pallet, and a color-coded tape.

Packaging Machinery

Three large users of packaging machinery will take up such aspects of efficient equipment utilization as instrumentation, integrated change-over units, and corrective and preventive maintenance. The program for the final day will cover cushioning, preservation, and protection aspects of packaging and the whole field of package materials. In the morning speakers from eight companies will take up automatic plastic coating of parts, weight reduction without sacrifice of safety, and foam plastics for interior packaging.

The Buick Motor Division of General Motors Corporation will describe use of a heat-fusing vinyl coating for stainless steel and chrome moldings; National Cash Register Company will report on a new light-weight box for packing of accounting machines; and speakers from Bakelite Company, The Dow Chemical Company, B. F. Goodrich Chemical Company, Koppers Company, Inc., Nopeco Chemical Company, and Strux Corporation will survey the abilities and uses of phenolic, vinyl, polystyrene, and other plastics for internal cushioning of packages.

Packaging Materials

In a full-afternoon session titled "Know Your Materials" a panel of experts will evaluate the functional properties of available packaging materials and the possibilities of new ones. They will supply information on films, foils, paper, paperboard, and their combinations.

Although there will be no luncheon speeches, informal luncheons will be held daily in the Palmer House for conference registrants.

The program was planned by A. M. A. Packaging Division Manager A. K. Thorn and John Warren, technical advisor, as the initial step in a greatly expanded educational program by the association for packaging management. Chairman of the advisory A. M. A. Packaging Planning Council is W. L. Romney, technical director of packaging, The Procter & Gamble Company, and A. M. A. vice president in charge of the packaging division.

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AMA SHOW, CHICAGO, APRIL 18-21**



**No matter where they're bound
SHIP THEM WIREBOUND!
and Stack 'em High As You Like**

Lower Total Cost

Better Stacking

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Reduced Weight



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Dudley Lock Corp. finds key to lower packaging costs...

TAPE-STRAP® gummed filament tape

Few types of merchandise can match the concentrated weight of a carton of locks . . . or provide so tough a test of container and reinforcement. That's why it's of interest to every shipper when Dudley standardizes on Tape-Strap for package reinforcement.

Dudley Lock Corporation, Crystal Lake, Illinois, specializes in production of padlocks, and built-in locker locks, primarily for school lockers. The locks are individually boxed, packaged in corrugated cartons, shipped usually by truck.



Cartons are sealed with gummed tape, then reinforced with Tape-Strap, across top and bottom seams. No costly application equipment is needed. Tape-Strap goes on without pressure, won't cut into the container. It's so strong that only short strips are needed.

Dudley reports that Tape-Strap reinforcement has cut labor and material costs, provided dependable protection, and eliminated disposal problems for consignees.

Dudley Lock Corporation is one of the many companies now saving on packaging costs with Tape-Strap. Find out how Tape-Strap can cut costs for your company, too. Write for free sample roll and complete data.

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MID-STATES Gummed Paper Company
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New York • Boston • Philadelphia • Atlanta • Cleveland • Detroit • St. Louis • Los Angeles

Tuning In

(Continued from Page 24)

ing the Pyramids and still prevailing today, are contrasted with modern mechanized movement—automation and mechanical handling in industry, mining, warehousing and on the farm. The picture shows how the development of civilization has depended on controlled movement.

Wooden Pallet Mfgs. Assoc. Sets Up Grading and Inspection Rules Project

The National Wooden Pallet Manufacturers Association has approved a project to publish a set of Grading and Inspection Rules, which will furnish a valuable guide for pallet purchasers. This action was taken at the NWPMA 8th Annual Meeting held recently at the Jung Hotel in New Orleans, Louisiana.

The Grading and Inspection Rules will be used in conjunction with the NWPMA Grade Mark and Minimum Standard Specifications for warehouse pallets. "When pallets contain the NWPMA Grade Mark," says NWPMA Secretary William H. Sardo, Jr., "buyers and users are guaranteed that their quality equals or exceeds the Association's Minimum Standards." The Inspection Rules will provide a medium whereby industry can readily ascertain if they have obtained full value for their pallet dollars. NWPMA hopes to have them ready for distribution by mid-1955.

The Association also approved the issuance of a pamphlet on expendable or shipping pallets, which will contain a set of recommended standards, and a booklet of factual information on the proper care and maintenance of wooden pallets.

AMA Holds Warehousing & MH Conference In Chicago

How to coordinate traffic and warehousing with purchasing, production, and materials handling was one of the principal topics for discussion at the spring manufacturing conference of the American Management Association at Chicago, the end of March.

The entire afternoon of March 28 was devoted to a round table discussion of ways to improve warehousing and distribution, with E. Albert Ovens, vice president and dean, The Academy of Advanced Traffic, Inc., New York, as moderator. The panel members explored such problems as warehouse location, storage space, loading and receiving areas, purchasing commitments to vendors, accumulation and routing of work in process, finished-goods storage, and materials handling.

Clinton H. Vescelius, general traffic manager,

Otis Elevator Company, New York, analyzed how the warehousing and traffic function should be organized. Stanley Burnham, director of purchases, Lehn & Fink Products Corporation, New York, will speak on its coordination with purchasing; Matthew A. Houston, director, production planning, Chase Brass & Copper Company, Inc., Waterbury, Conn., with production; and George A. Smith, manager, materials handling and packaging department, International Business Machines Corporation, Endicott, N. Y., with materials handling.

Public Warehouses Praised At Philadelphia SIPMHE Meeting

Al Lownsbury, of the Railway Warehouses, Inc., of Cleveland, pointed out why public warehouses can be used by manufacturers in the place of branch plants, at a meeting of Philadelphia SIPMHE. Public warehouses are efficient and economical; he said reasons for their efficiency are as follows:

1. Watch their handling costs very closely and these costs are much lower than those of many firms in private industry.
2. Their operation is very flexible and they can level off valleys and peaks. Many private firms cannot do this due to the nature of their product.
3. Public warehouse charges are per unit, thus, manufacturers can figure unit costs accurately.
4. They employ skilled personnel who are specialists on material handling.
5. By using public warehouses, manufacturers can make immediate deliveries.
6. Warehouses are 100% responsible for loss or damage.
7. Banks will loan money on material in public warehouses.
8. They have all facilities for storage and handling which many branch houses could not afford.

At the end of the session, a question and answer period was held.

Colgate-Palmolive Exec. Discusses Automation Aspects of Warehousing

J. Donald Pill, Chief Industrial Engineer of the Colgate-Palmolive Company of Jersey City, N. J., discussed various aspects of modern warehousing at a meeting of the Material Handling Division of the American Society of Mechanical Engineers, Metropolitan Section, in New York City, last month.

Mr. Pill went into detail to describe the economic justification for a new warehouse and its allied equipment. He described the flow of goods both in and out of storage as well as the warehouse storage pattern and the effect of warehouse operation on sales, production and inventory control.

Last fall, Colgate-Palmolive Company opened one of the world's most modern soap warehouses at its Jersey City, N. J., plant. The multi-million dollar building features some of the most advanced principles of the automation age and has storage capacity for 775,000 cases or 30,000,000 pounds of soap.



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HANSEN TACKER

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SAVES TIME
IMPROVES SERVICE



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FASTER! With its slip-slip compound leverage action, Hansen saves time in all types of tacking and fastening. Fast, easy one-hand operation. Tacks fast as you grip. Leaves one hand free.

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AT LESS COST! Hansen saves time, steps, and materials — operates faster — saves back-tracking — ready for instant, continual use.

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Time savings of 30% and more with unskilled operators makes your POTDEVIN Label Paster quickly pay for itself. No adjustments required for varied shaped labels. Accurate control of adhesive minimizes waste and assures clean, neat labeling.

2nd Annual MH Conferences Set For New York, June 19-July 2

Companies suffering from materials handling headaches—and consequently high cost problems—and who want to organize a vigorous attack on handling costs—are invited to send a representative to the Second Annual Material Handling Training Conference to be held June 19 - July 2 at Lake Placid, New York.

Emphasis will be on solving actual problems which industrial companies meet in their day-to-day operations.

"American industry undoubtedly loses hundreds of millions of dollars a year because of inefficient material handling methods," James R. Bright, director of the conference, declared. "The aim of the conference is to provide a practical, how-to-do-it training program for company executives on a middle management or staff level. Eighteen of the Nation's outstanding material handling men from the teaching staff—each is an expert in a particular type of handling. This conference provides a practical and efficient way to train a material handling engineer, or to bring a firm up-to-date on handling equipment and methods."

The two-week, 90-hour study course will encompass all phases of material handling and storage, including unit loads, bulk materials and

10 Ton Globe Provides Big MH Problem

parts-in-process. More than 200 kinds of material handling equipment—industrial trucks, conveyors, and overhead handling systems—will come in for critical analysis. The latest developments in each class of equipment will be examined.

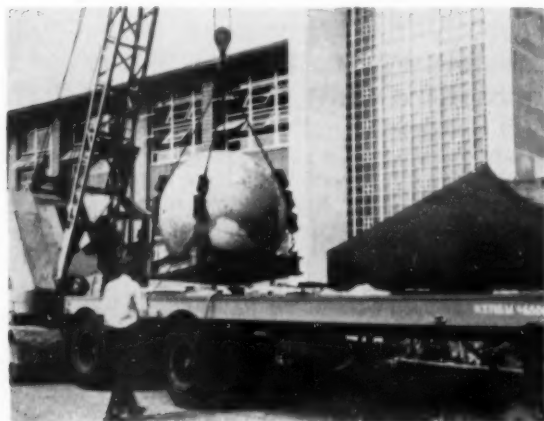
Enrollment in the conference is now open, Director Bright said, and is limited to two classes of 25 persons each.

Fabricating, transporting and then setting more than 20 tons of granite in three cumbersome shapes—a six foot diameter world globe and two-piece, triangular base—was an interesting sidelight in the construction of a new \$1,800,000 high school in Clayton, Missouri.

Assembled, the globe and its pedestal form a decorative element that accents the school's main entrance. Its design was conceived by St. Louis architect Wm. B. Ittner who wanted a device, related to education and learning, that would complement the modern simplicity of the masonry and glass block entrance. Granite was chosen by Ittner because of its large color selection and inherent toughness that would remain completely

impervious to generations of knife-wielding initial cutters and centuries of weather.

Meeting the architects' specifications for the globe and base offered no real difficulty to the fabricator, the Cold Spring Granite Co. of Minnesota, who, for the most part, were able to use standard tools and techniques for cutting and polishing. Lifting and moving the three heavy, odd-shaped pieces did, however, offer a problem during fitting set-ups at the plant.



Huge marble globe offered very special problem in material handling, loading and transporting to site. Weighing ten tons it required very special precautions. But all problems were successfully solved.

Transportation was finally accomplished with a minimum of handling and without incident. The three piece unit was loaded on a flat-bed truck which moved it directly from the fabricating plant to the site. Special reinforcing precautions had to be taken, however, to prevent the perfectly round, ten ton globe from breaking away during the trip and to prevent any movement that might damage its polished surface.

As had been anticipated, the setting was a slow and ticklish operation. The first piece set was the front, main section of the base. This was the smallest of the three pieces and the easiest to handle since it was possible to use a Lewis pin—a steel rod fitted in the ultimately concealed top surface of the stone during lifting.

With this part of the base in place, the globe was then lifted into position, accomplished by means of a special steel frame supplied by the granite company. It also aided the setters in licking the added problem of tilting the globe 22½ degrees toward the sun axis which had been specified by the architect to stimulate the earth's actual position.

The final piece set was the troublesome rear section of the base. This offered the greatest difficulty since it could only be moved by means of a cable rig which would somehow have to be removed before the stone came to rest in its final

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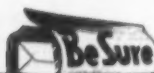
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position. Following the suggestion of the Cold Spring people, the piece was inched as close as possible to its proper position and then ice was inserted between it and the sphere. As the ice melted, the cables were hurriedly unsplined and removed and all stood clear to watch. Slowly the huge, angular unit eased into place against the globe and front base section. Finally the ice was completely gone and a close inspection was made. To everyone's relief the fit was perfect and there was no damage to any of the pieces.

**Lobsters Fly To Dinner Table
In Light Weight Container**

No longer do New Englanders have the exclusive privilege of enjoying a fresh lobster dinner, for these savory crustaceans have taken to the air with an increasing mileage record which makes them available in every section of the country—even as far away as Hawaii.



Live lobsters are now a regular part of the cargo of airlines planes. Here one huge crustacean is examined before being placed in container of light-weight moisture and leak-proof construction.

It was only a few years ago that some of the industry's first lobster flying experiments were conducted. Test shipments and extensive research made known every factor concerning such movements. It was found, for example, that lobsters must be shipped in special containers and kept moist in temperatures ranging from 32 to 40 degrees. Unlike many perishables, they could not be packed in dry ice since they are adversely affected by carbon dioxide and unable to withstand hot or cold conditions.

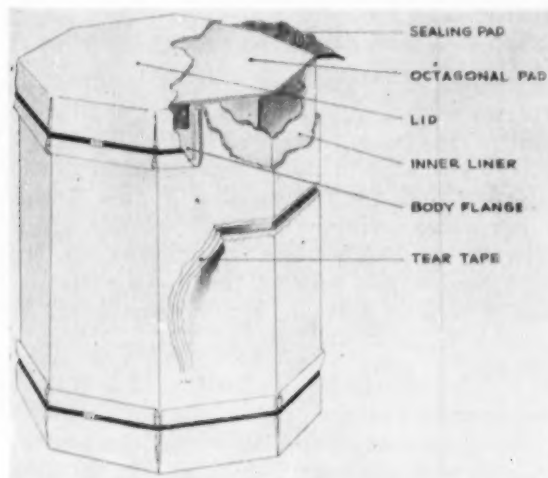
Ventilated containers of light-weight, moisture and leak-proof construction posed one of the greatest problems. Cracked ice could not be used since it entailed too much weight to be economically sound. Now, after four years of constant investigation by airlines, working in cooperation with packaging manufacturers, a new product has been developed which promises to be of prime importance both to the lobster and shipping industries.

The container is completely ventilated, insulated and protected, yet is leak-proof in any position. It is a strong, inexpensive light-weight box which can hold up to 50 pounds. Numerous tests, many up to 40 hours duration, have been made and in each case the results have been satisfactory, according to United.

Many of these lobsters flown out of Boston are trapped off the coast of Nova Scotia and taken by boat to Miami where they remain en route in ocean water for 24 hours. They then are expedited to Boston, packed in their special containers and placed aboard United Mainliners. Just a few hours later they are ready, live and healthy for the cooking pot in such places as Denver, Los Angeles, Portland and Honolulu.

Single Corrugated Container Holds Half Ton Shipment

Dow Chemical Company of Midland, Michigan is now making 1000-pound bulk shipments of its "Styron" plastic pellets in corrugated fibre containers. These containers are developing important economics in initial "package" costs, storage and materials handling.



Plastic pellets in 1000 pound bulk shipments are now being sent by Dow Chemical Company with corrugated fibre containers. Cut-away cross-section shows graphically construction of container made to carry very great weight.

Previously, Dow packed these pellets, which are converted by the firm's customers into many types of plastic products, in containers of 200-pound capacity. The problem of switching to a corrugated container involved protection against the sifting of the fine-grained pellets as well as structural characteristics adequate to handle the bulk load in rail shipment.

The type of Dow box now standardized measures 41¼ by 32¾ by 33 inches and consists of four parts: a. The inner body; b. The bottom lid into which the inner body slips; c. The outer body which telescopes over the bottom lid and the inner body; d. The top lid which fits over the outer body.

Both the inner and the outer bodies are made

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of 700 pound test, double-wall board taped with three-inch, super-heavy, clay-filled cloth tape. Both the lids are made of scuff-resistant, moisture-resistant 500 pound test, single-wall board. The lids are cut, scored and pre-stitched so that they may be shipped to Dow flat and ready for immediate assembly. When the box is filled and capped, it is steel strapped in two directions to an expendable wood skid.

Test shipments were first made on a box with top and bottom lids utilizing tape to seal the bottom lid to the body. Later the bottom lid was enclosed and the downward and outward pressure of the plastic pellets prevented sifting.

Storage economics develop in two ways. Space is saved because the lids and bodies arriving "knocked down flat" take up much less space. After the rectangular corrugated containers are filled, one-third more can be stored on the same floor area than was possible with the previously used container. The change in size and shape of the package has reduced substantially the number of boxes required to pack a given amount of material.

Customized Packing

(Continued from Page 21)

both in the plant, and with expert consultants on the outside. Typical is the fibre container with accordion type inserts developed by Jack Rookstool, Supervisor of the Shipping Department. The container is used for transporting a Flow Transmitter whose average weight is 90 pounds, and is shown in a sketch accompanying this article. The container is ideally suited in terms of the relationship of bulk to strength, for the carrying of its precious cargo safely but with the minimum of packing.

Photographs Explain

Photographs accompanying this article show the packing of a chlorinator in a pre-stitched fibre box, with gummed sealing tape used as the closure. Again, lightness of the product in proportion to the size of the box, makes possible relatively light strength containers and closures. For comparison purposes a flow transmitter is shown packed heavily in shredded paper inside a wooden container. Such a container is used for export, hence the added packing precautions. Note too, the small package marked glass which is about to be placed in a large fibre container filled with shredded paper. No doubt the extra protection is for a shipment which will find its way overseas.

One of the great reasons for the success of the Fischer & Porter packing operations is the care with which they select and train employees who are to work in the shipping department. Upon starting work in the department every employee is given an Employee's Indoctrination Handbook

which he is expected to study and in part memorize in order to more quickly adapt himself to his job.

The Handbook outlines the job expected of a packer in the department. In a firm where so much variation is required in the individual package, standards of procedure must be adopted at a level well in advance of the actual packing operation in order to assure uniformly high standards of consistency. The Handbook has the role of standardizing the packing and shipping of most items that can be standardized. (This includes hydrometers, alarm extensions, magnasights, ratio control panels and instrument-recorders.) The book gives packers instructions they must follow in packing every one of a score of different kinds of items. It is constantly being revised and brought up to date.

Ship World-Wide

Fischer & Porter ships its delicate, fragile or strong and hulking products all over the world, although a majority of orders come from the United States. For domestic shipping they employ a double wall full overlap 275 pound to 350 pound test corrugated fibreboard box. Wooden containers are the most generally used export box, with steel strapping on the outside.

For about 13 years all products were sent in wooden boxes, even domestically, but in the last two years much of the domestic shipping has been shifted to fibre containers.

80% of shipments are sent more than 100 miles from the plant in Hatboro, Pennsylvania. Most shipments are LTL to customer specifications. They send out over 13,000 different parts.

Quantities of shipments average between 115 and 140 daily in the United States, and about 15 to 25 for export.

Supplies for the shipping department are purchased on the Traffic Manager's recommendation by requisition.

The company employs both hand and powered materials handling equipment, as indicated by the hand truck shown in one of the photos accompanying this article, and the powered crane hoist handling the bulky item shown in another group of pictures. Where necessary overhead crane hoists and lift trucks are used in the interior of the sprawling one-story plant.

Before putting finis to this story of a most versatile type of packing and shipping operation a few credits go to those to whom it is due. These include Vince Johnson and Don Rhodes who help Jack Rookstool and others in the design of packages, and Warren H. Lauder, Supervisor of the company's technical publicity who made possible much of the foregoing story and arranged to have the photographs taken.



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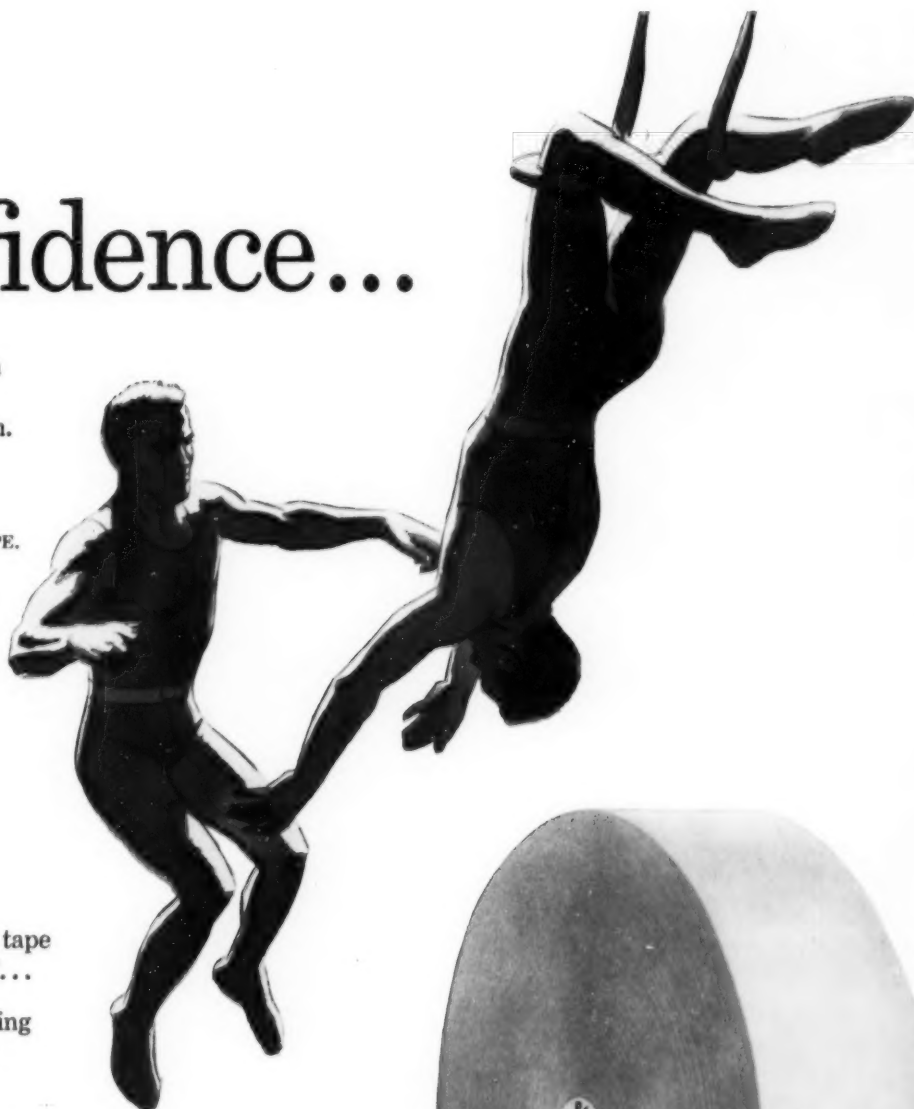
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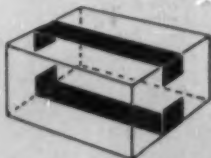
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